

The magazine cover is framed by a decorative, dark green border with a scalloped top and bottom. The background is a detailed illustration of a tropical landscape. In the foreground, several tall palm trees with dark trunks and lush green fronds are scattered across the scene. Some fronds are large and fan-like, while others are more slender. In the middle ground, a calm body of water reflects the sky. Beyond the water, there are rolling green hills and a small, rocky island or peninsula. The sky is a pale, hazy blue. The overall style is that of early 20th-century magazine art.

# THE LARKIN IDEA

SEPTEMBER  
NUMBER

50 CENTS  
A  
YEAR

# BUFFALO POTTERY WARE

FINEST SEMI-VITREOUS PORCELAIN MANUFACTURED  
IN AMERICA

ANY ONE OF THESE SETS GIVEN FOR FIVE CERTIFICATES; OR FREE WITH  
\$10.00 WORTH OF LARKIN PRODUCTS.

## 69-Piece Lamaré Cottage Dinner Set No. 35

The decoration is a border of flowers in Green put on under the glaze and guaranteed not to wear off with a lifetime's use.

Set consists of \*6 Soup Plates; 6 Tea Plates; 6 Plates for Breakfast or Dinner; 6 Cups for Tea or Coffee; 6 Saucers; 12 Fruit Saucers; 12 individual Butter Dishes; \*1 covered Butter Dish; 2 Platters, medium and large; 3 open Vegetable Dishes, oval; 1 Sauce or Gravy Boat; 1 Sugar Bowl; 1 Cream Pitcher; 2 medium Bowls; 1 Cake or Bread Plate.

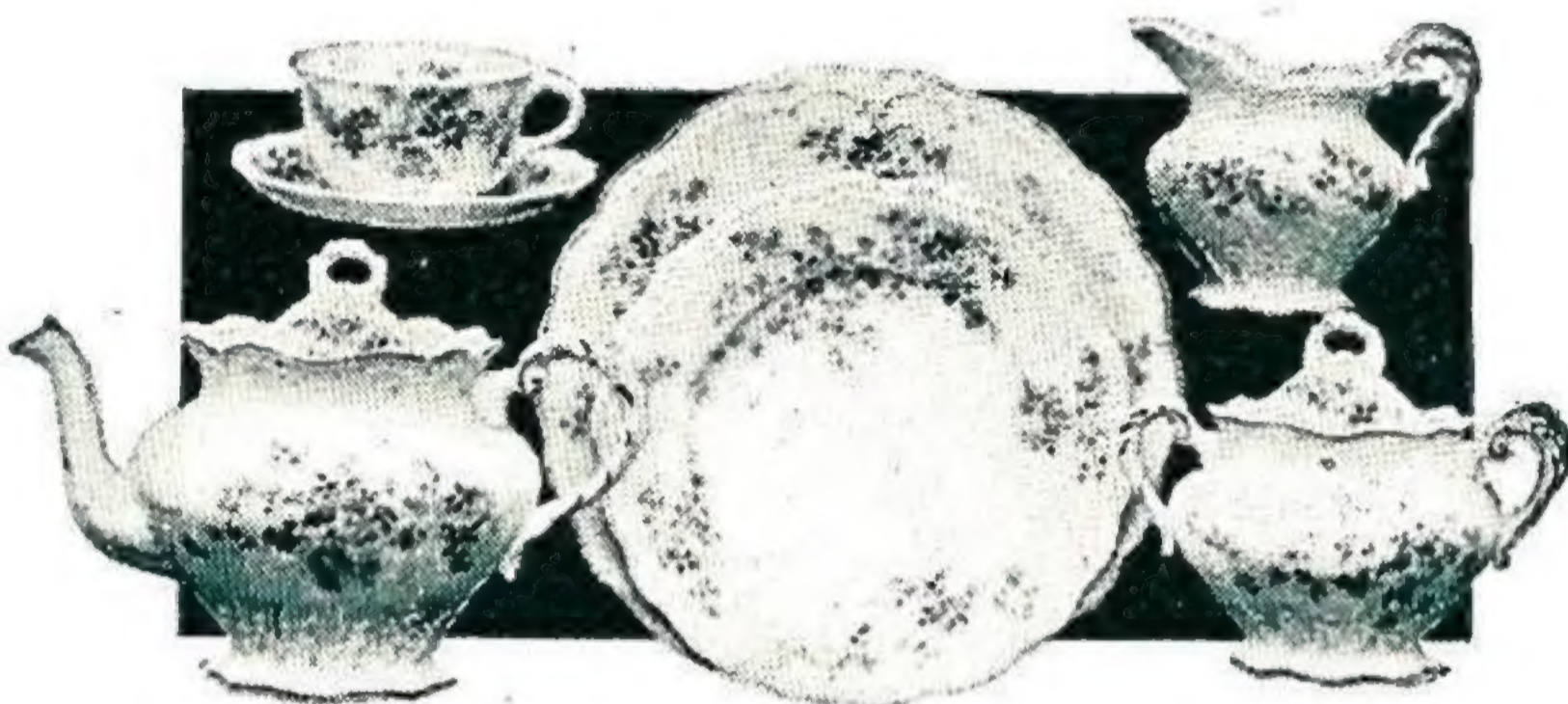
\*If desired, we will omit the six Soup Plates and substitute six Pie Plates, or we will omit the covered Butter Dish and substitute a Teapot, on same terms.



## 56-Piece Modjeska Tea Set No. 55

Decorated by the chromo-ceramic lithographic process used on all French china. Choice of exquisite sprays of Green, or Pink roses, or beautiful border of Blue forget-me-nots. All are illuminated with full gold trimmings.

Set consists of 12 Tea Plates; 12 Teacups; 12 Saucers; 12 Fruit Saucers; 1 Teapot; 1 medium Sugar Bowl; 1 Cream Pitcher; 1 medium Bowl; 2 Cake Plates—56 pieces in all. Butter Dish substituted for Teapot, if desired.

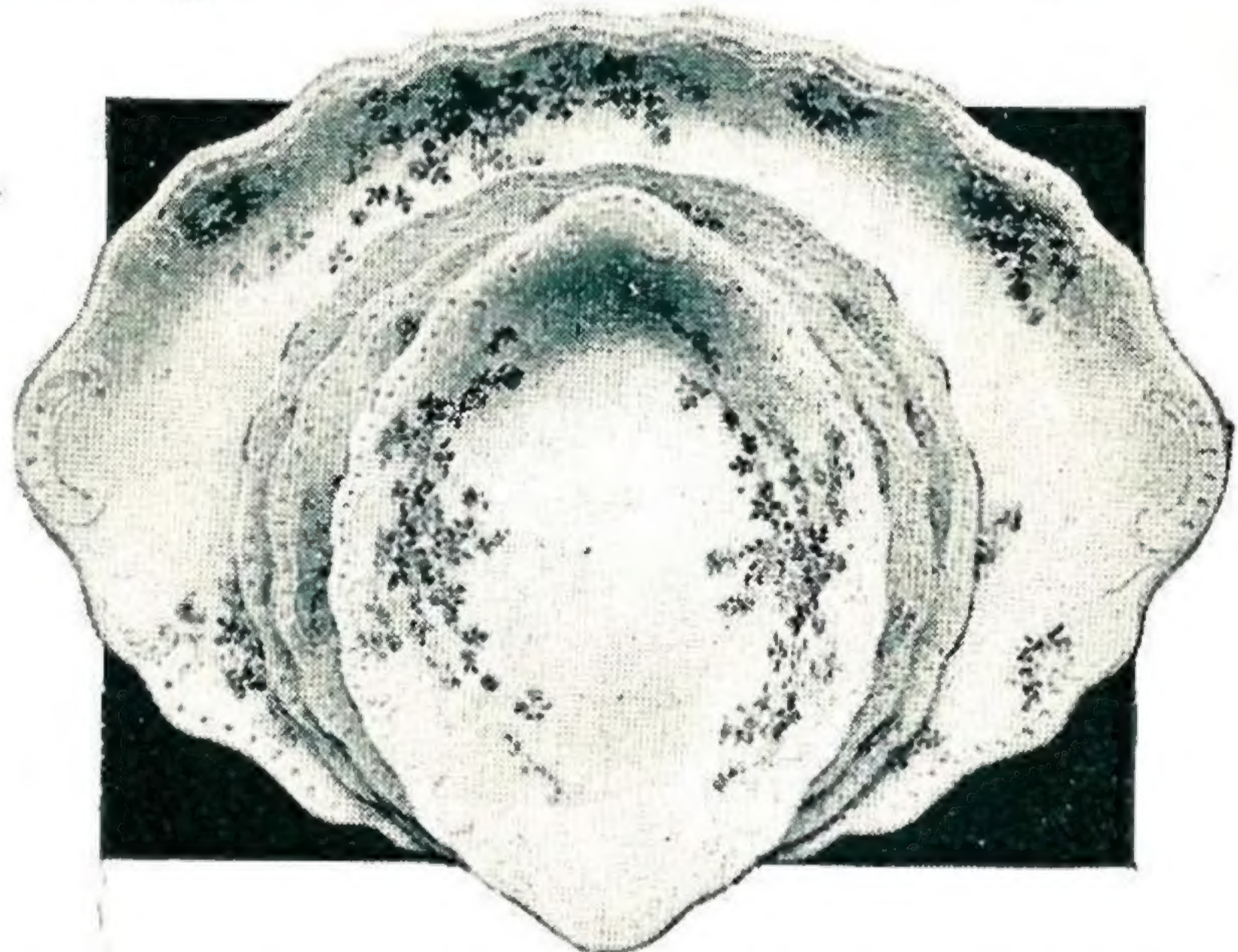


## 51-Piece Modjeska Cottage Dinner Set No. 45

Decoration same as Tea Set No. 55, described above.

Set consists of 6 Tea Plates; 6 Plates for Breakfast or Dinner; 6 Cups for Tea or Coffee; 6 Saucers; 6 Fruit Saucers; 6 individual Butter Dishes; \*1 covered Butter Dish; 2 Platters, medium and large; \*3 open Vegetable Dishes, oval; 1 Sauce or Gravy Boat; 1 Sugar Bowl; 1 Cream Pitcher; \*2 medium Bowls; 1 Cake or Bread Plate.

\*If desired, we will omit the covered Butter Dish, or one open oval Vegetable Dish and two medium Bowls, and substitute one Teapot, making a 50-piece Set on same terms.



SEE NEW LARKIN PREMIUM LIST FOR ADDITIONAL OFFERS

Larkin St.,

**Larkin Co.**

Buffalo, N. Y.

ESTABLISHED, 1875.



## No Picked-up Dinners Now.

I.

BY UNCLE HIRAM.

II.

I used to fret and worry  
 Full half the week with dread  
 Of wash-day's work and trials,  
 And many a time I've said :  
 "The woman's to be envied  
 Who sends her washing out,  
 And saves thereby her temper,  
 And lengthens life, no doubt.  
 For if there's any worry  
 Like that of washing-day,  
 I'd like to have you name it—  
 That's all I have to say."

But nowadays I'm singing  
 A very different song.  
 Wash-day has lost its terrors,—  
 No longer things go wrong ;  
 For I worked and earned a Washer  
 That makes the labor light,  
 And I use the Soaps of Larkin  
 That make the clothes snow-white.  
 And the men-folks dread no longer  
 The dawn of washing-day ;  
 For there's no picked-up dinner  
 Since we've learned the Larkin  
 way.

## How We Guard Against Fire.

No clanging of gongs, no rumble of heavy wheels, no clatter of galloping hoofs, would be necessary about a fire in the Larkin factories. All nooks and corners of our great buildings are so protected that even before an alarm could be turned in, a fire would have started the fight against itself.

The buildings themselves can't burn, for they are constructed entirely of incombustible materials. The super-structures are of steel, the walls of brick, the floors of expanded metal and concrete and the partition walls are double and of brick. Each passage from room to room is closed by two-metal-sheathed, fire-proof doors

with dead-air-space between. A fire extensive enough to burn out one room completely would be confined by the automatic closing of these fire doors and kept from spreading to other parts of the factories. No human being need be near, but the fire would be smothered for lack of draft, and delayed with a downpour of water under great pressure.

Thoroughly fire-proof as our buildings are, however, they do not altogether protect the contents, and so the possibility of fire here must be guarded against, for a blaze in one of the Premium warerooms or Product stockrooms might not only mean the loss of the goods but might

entail more or less damage to the buildings. To prevent and to check such fires, there is an elaborate system of automatic sprinklers.

Throughout our factories, offices and warerooms, running a few inches from the ceilings are pipes in which there is water under pressure. At joints in these pipes are sprinkler-heads. The lines of pipes and sprinkler-heads are so arranged that the stream from each sprinkler would join that from the nearest head on the pipe opposite. The average distance from sprinkler-head to opposite sprinkler-head is about eight feet. Each sprinkler will throw a stream of water through a radius of more than four feet. So, you see, every inch throughout the buildings is protected. In some parts of the fac-

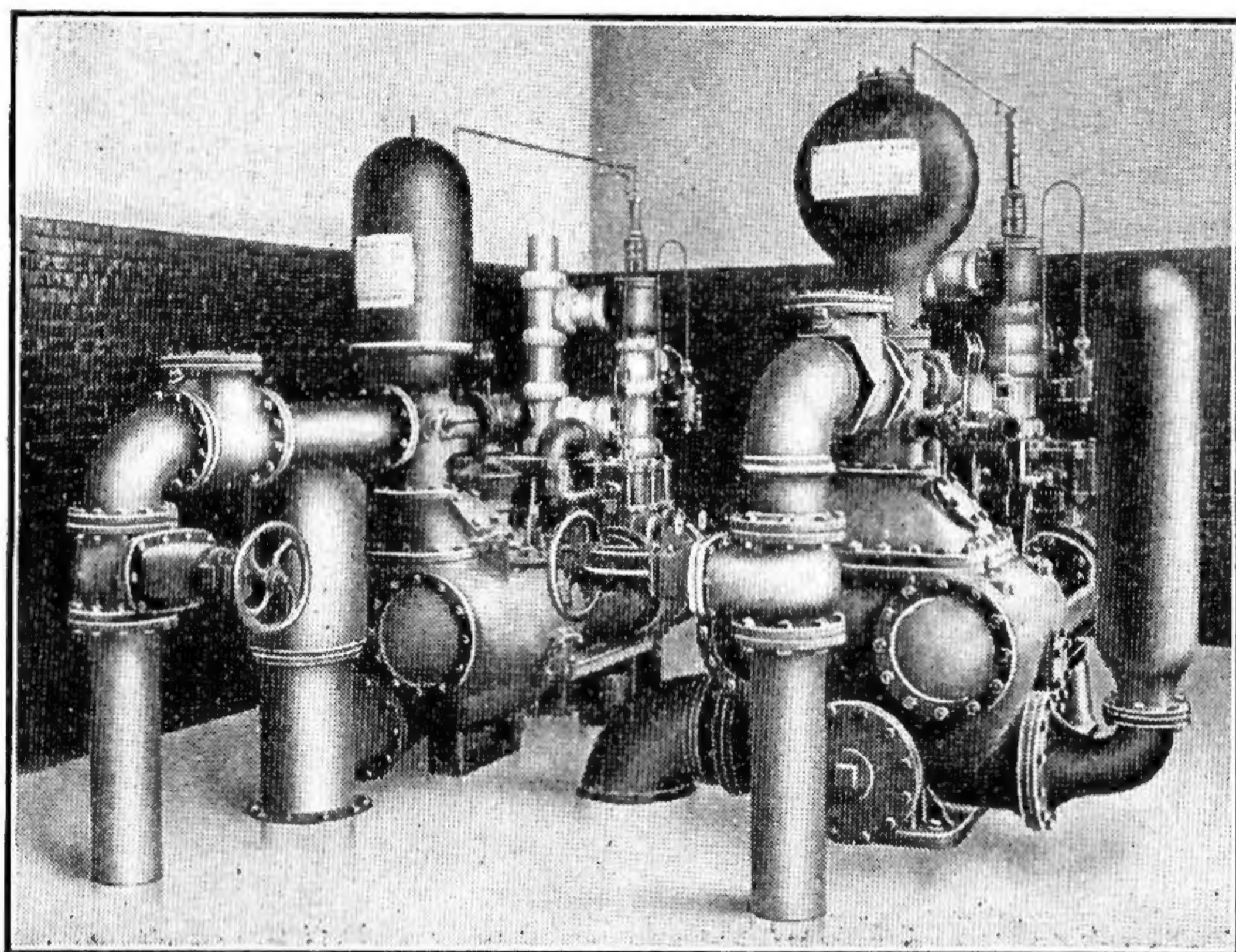
tory, the sprinklers are placed much closer together; this is only where great quantities of water would be required to extinguish a fire.

These sprinkler-heads consist of valves held closed by a solder-caught trigger. The solder in most of the heads will melt at a temperature of 120°; in some, located in parts of the factories where manufacturing processes raise the temperature, it is keyed somewhat higher. If a fire should start, its heat would melt the solder in the sprinklers near it and start the flood of water; a little umbrella-shaped cap in each sprinkler would send the stream out in a

circular sheet. As the fire advanced, more sprinklers would start, until finally it was drenched out. There are something like twenty-five thousand of these sprinkler-heads in the Larkin factories. To carry water to them requires fifty miles of pipe.

The amount of water thrown out by the sprinklers is enormous, and it is more evenly applied than from a nozzle attached to a fire-hose; in addition, the source is directly above the fire. Each sprinkler will throw nine times as much water as an ordinary kitchen-tap, — a comparison that may help you to gather

some idea of the quantity they will discharge. Two hundred of the sprinklers, running in a single room, would flood out a big fire in short order, if by any chance they failed to prevent its getting a start.



THE TWO MONSTER PUMPS.

The pressure in the sprinkler lines is kept at eighty pounds by two monster pumps, installed in the power-house. If called upon to do so, in order to keep the pressure up to the eighty-pound notch, they will pump into the lines two thousand gallons a minute.

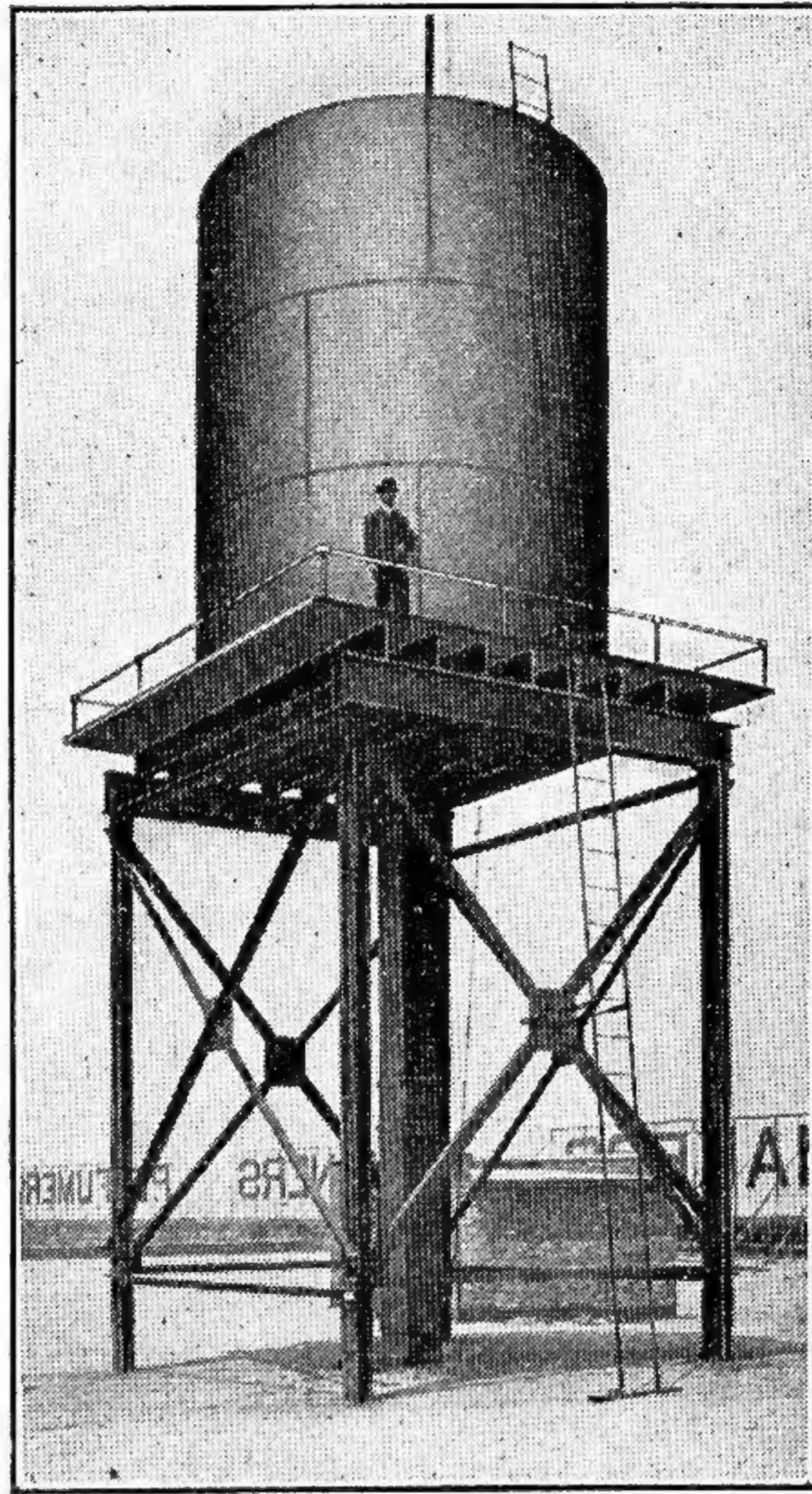
As soon as a sprinkler in any part of the buildings is opened, the pressure in the lines is relieved and falls momentarily below eighty pounds. This automatically lifts a governor on the pumps and lets steam into the engines, starting them to pumping. As more sprinklers open, more steam is let into the engines, the pumps

work harder and harder, still keeping the pressure up. These pumps are, in a way, automatic watchmen. When they begin to pump, it means that something is wrong somewhere—not always a fire because the bursting of a steam pipe near a sprinkler-head, a leak in the feed-lines, or something of that sort would start them. So, should no one happen to be at the seat of the trouble, the men in the power-house, and there are always some there, would be given an automatic alarm and would effect relief.

In five tanks on the roof, one hundred thousand gallons of water, lifted there by the pumps, are stored as a reserve supply, to be called in to feed the sprinklers should anything happen to cripple the pumps. These tanks are made of iron plate and are supported on steel trusses. Inside each is a steam coil to keep the water from freezing in cold weather. The tank pictured in our illustration is twenty feet deep and sixteen feet across; it is about one hundred and fifty feet above the ground.

As a precaution against failure of the main water supply, two hundred thousand gallons are stored in great tanks just outside of the power-house, so that if an accident should shut us off from our city supply, three hundred thousand gallons of water would be already on hand to offer protection at once. The tanks and the entire system are thoroughly inspected every day.

Never have the sprinklers been called into actual service, but it's a



ONE OF THE FIVE TANKS.

bad plan to take risks with fire, so the tanks, sprinklers and pumps are kept in good working-order always. There is more involved in this elaborate system than protection for ourselves. It protects and benefits you, our customers. In the first place, fire cannot destroy our stock and delay the shipment of your orders. Then, it reduces our risk of loss and consequently our insurance, enabling us to give you better values. It stops a leak on the way from Fac-

tory to Family; it reduces that cost which adds no value.

### **Larkin Olive Oil.**

**A Virgin French Oil.**

**Per Half-Pint Bottle, 40 cents.**

Of all the vegetable oils, that of the olive is pre-eminently first in point of food value, because of its nutritive qualities and the easy digestibility. The growing appreciation of Olive Oil is shown by the constantly increasing demand for it. Larkin Olive Oil is absolutely pure, made from ripe hand-picked olives, grown in Southern France, where the soil produces an olive the oil of which is unrivaled in quality and savor.

The bland, sweetish taste and agreeable odor of Larkin Olive Oil are unmistakable evidence of a pure virgin oil, which is produced from selected fruit by a cold process, without great pressure, and contains nothing but the finest runnings.

### Larkin Factories Will Interest You.

We want you to come to see our factories, offices and laboratories, and



we are confident that the hour you would spend in going through them would be one of the most enjoyable, most instructive, most enlightening of your life.

We have made special preparation to receive our guests and are genuinely delighted to have them accept our hospitality.

Special guides are in attendance from eight until four. They are at your service, always.

The best assurance we can give that you would not be disappointed in a trip through the Larkin plant is in the words of those who have already come to see us. Thus do they express themselves :

Mr. John Crombie, of Glasgow, Scotland, questioned his guide closely. "Your plant," said he, "is a gigantic industry. We have nothing like this in Scotland."

Mr. William Reed, also of Glasgow, was very much interested in our ingenious methods of doing things. "A wonderful institution!" this visitor exclaimed.

Dr. H. L. Paul, of St. Louis, Mo., proclaimed us leaders in our line. "Your office," he observed, "is the best example of system I have ever seen."

Mr. W. H. Dickert, of Detroit, Mich., was surprised at the immensity of our plant. "Why," said he, as the party wended its way through the storage room of the huge bars of Sweet Home Soap, "you must have enough soap here to supply the whole world."

## Funds Easily Raised for Churches

Without Donations  
Or Extra Expense to Anyone

BY THE

### Larkin Church-Aid Plan

A simple, effectual, co-operative way to raise money for Churches, Sunday Schools and Societies for any desired purpose. Heartily endorsed by Pastors and Congregations wherever tried.

Through an appointed church-committee, each member regularly buys his Soaps, Toilet Articles, Coffee, Teas, Spices, Extracts, other Food Products, etc., at regular retail prices.

## \$500 to Pay Off Debt

We give \$20.00 worth of Larkin Products for \$10.00 so one half the total sales, or 50c. on every dollar's worth sold, goes to the church.

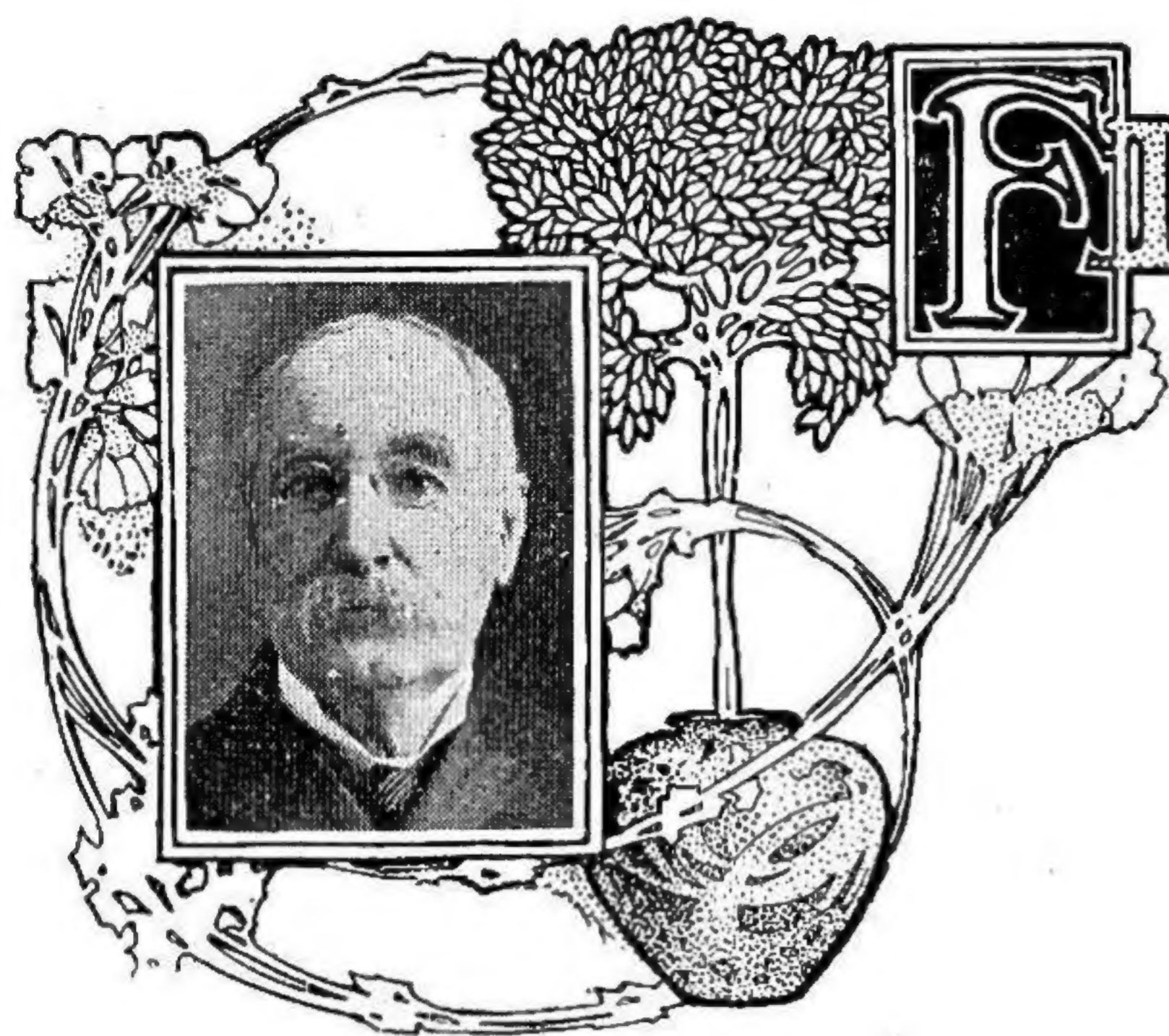
If, in a congregation, thirty-five families each buy but \$2.50 worth monthly through the Committee, the church makes over \$500 a year. All this is simply the result of co-operation—it is well worth trying. We help start the plan.

Larkin Products are absolutely pure, of the highest quality, and are known everywhere.

Write for Application-blank No. 27 and complete information.

*Larkin Co.*

Church Aid Dept. BUFFALO, N. Y.



BY EBEN E. REXFORD

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Editor THE LARKIN IDEA.*

**T**HIS is one of the busy months of the year. The gardener who thinks out his work ahead can do much now that will save work next spring.

Hardy plants may be divided and reset the latter part of the month. If this is carefully done, they will be able to make new roots before the coming of cold weather. All that is done by them saves just so much work in spring, if they are not transplanted until then. It is never good policy to set out the roots just as cut away from the original plant. Always separate them, and see that none but healthy ones are used. Care in the selection of material at planting-time leads to the best results if proper treatment is given thereafter.

I cannot too strongly advise the planting of hardy perennials. These are the plants best adapted to the needs of the woman who has a great deal of work to do. Once planted and established, they are good for years and require but little attention. Indeed, many of them improve with age, if well manured, and are not at their best until they have grown into large clumps. With them, as with beds, the work of weeding is unnecessary, because you can work among them with the hoe. Many varieties bloom quite early in the season, others at midsummer, and a

few late in the fall. By making an intelligent selection, you can have flowers from them throughout the season.

Here is a list of the most desirable sorts for the amateur's garden:—Dicentra, Pæony, Herbaceous Spirea, Rudbeckia. Coreopsis Lanceolata, Anthemis, Achillea, Delphinium, Myosotis, Pyrethrum, and Perennial Phlox. There are other good kinds, but these are all of easy cultivation, therefore better adapted to general use than those that require considerable attention to insure success. If they are planted in good soil and weeds and grass are kept from choking them, they will pretty nearly take care of themselves. I see that I have omitted Aquilegia, Hollyhock and Iris from the list. These plants well deserve a place in every collection.

The planting of shrubs should not be undertaken until the season's foliage has ripened and fallen off. This will not be until October, as a general thing.

Bulbs do better if planted this month than later, because they have ample time to form feeding-roots before the coming of cold weather. If planted late in the season, they will just have begun this part of their annual work by the time cold weather sets in and puts an end to further operations, and a share of it will have to be done in spring, at the very time when all their strength ought to be thrown into the production of flowers.

Prepare the ground for them as soon as you send off your order

for the bulbs. Work it over and over until it is as mellow as it is possible to make it. Manure it well. Barnyard manure is the ideal fertilizer for this class of plants.

Choose a location naturally well drained. If there is the least danger of water standing about the roots of your bulbs in spring, provide artificial drainage. Stagnant water will injure them more than anything else.

By all means plant a collection of bulbs. They tide over the interval between the going off of the snow and the coming of the early annuals and hardy border plants. No plants can make the garden brighter. Here is a list of the most easily grown kinds: Hyacinth, Tulip, Narcissus, Crown Imperial, Crocus, Snowdrop, and Jonquil.

I do not include the Lily of the Valley in the list, because it is not a bulb. But I advise planting it freely, as it blooms early in the season, is exquisitely beautiful and fragrant, and entirely hardy. It soon forms large clumps, which are solid masses of beauty in spring.

Set the larger bulbs about six inches under the soil. The smaller ones, three or four. If you want the best results, keep each kind by itself.

Bulbs need not be taken up each season, as many persons think. They will not require transplanting oftener than once in three years, as a general thing. Keep the soil rich by adding manure each year. Simply scatter it over the beds. In summer, annuals can be planted over them without harming them in the least.

Chrysanthemums that have been grown in the garden beds should be lifted and potted at once. Disturb the soil about their roots as little as possible. Water them as fast as potted, and put them away in a cool,

shady, airy place until they have recovered from the ordeal of transplanting.

Syringe every plant with Sulpho-Tobacco Soap infusion several times before taking them into the house. This precaution will save you a great deal of work and annoyance later. To prevent the possibility of its being broken by sudden movements, stake each plant as soon as potted. Many plants will have tops too heavy for their stocks to support unassisted. A little attention now may save loss later on. Bear in mind that injury to a plant now, means the waste of a whole season's work on your part, as well as on that of the plant.

We are likely to have severe frosts about the middle of this month. If you have not potted your Tuberoses, cover them well when cold nights come, and lift them as soon as possible. Cover the Dahlias also. If this is done, they will do some of their best work during the long intervals of pleasant weather that usually follow early frosts. Cosmos is tender, but a slight protection against frost will tide it over this critical period, and enable you to enjoy it for perhaps a month after it would have been killed if not protected.

If you have not procured plants of Cyclamen, Cineraria, Chinese Primrose, Primula, Calceolaris, Brodiaea and Gloire de Lorraine Begonia for winter-flowering, get them at once. In fact, all plants intended for use in the window ought to be procured now. The longer you wait, the more of a check they will get when you put them in the window. If you get them early in the season, they will adapt themselves to the new conditions by easy stages, and be fully acclimated, so to speak, by the time cold weather comes.

Pot Oxalis Rosea, pink, and Buttercup, yellow, if you have not already done so. Take up seedling Petunias from the garden, also sprouts of the Scarlet Salvia, pieces of the root of Pyrethrum, and Marguerite Carnations. All of these make good winter plants for the window.

Of course you will want some bulbs for house-flowering. The best of these are single Holland Hyacinths, Roman Hyacinths, Narcissus, and Bermuda Lily. Pot as soon as received, in light, rich soil. Water well and put the pots away in a place that is cool and dark, and leave them there until they have formed roots. When tops begin to

show, bring them into the house, but do not give them a very warm place.

Be sure to lay by a stock of potting soil for use in winter.

Transplant seedlings of Hollyhocks and other hardy plants to the places where you want them to bloom.

Cut back Pelargoniums sharply, and repot if necessary. Keep them rather dry for a month, after doing this. Be constantly on the lookout for insects. The aphid delights to take up his abode on this plant, and make it a headquarters from which to raid other plants. Do not allow him to do this. Apply Sulpho-Tobacco Soap infusion two or three times a week until not an insect is to be seen.

### The Difference in Teas.

Teas are not alike. Each one of our five varieties has a flavor and aroma characteristic of itself. This difference is due partly to culture but chiefly to method of manufacture. Green Japan is the mildest of our teas. It is sweet-drawing and has a flavor that might be called toasty. When properly brewed, a nectar-like sweetness is developed.

Then comes Formosa Oolong, marked by its rich, mellow, flowery flavor. It is the mildest of the black teas.

The flavor of English Breakfast Tea is round and full. It is a heavy-bodied tea and brews to a rich mahogany color.

Ceylon Tea is the strongest and richest of the list. Only half as much as of any other variety is needed. It is a favorite with those who are fond of distinctive flavors.

In Larkin Mixed Tea subtle sweetness, borrowed from the green teas, combines with the delicious aroma

and body of the black varieties to produce the acme of cup quality.

Less is done to green teas than to black teas. In making this variety, the object seems to be to expel the watery juices of the leaf and to cure

or dry it with the least delay. The leaves, after they have been gathered, are exposed to the air for a short time, but are not exposed to the sun. Next, they are heated until they become soft and pliable. Then each leaf is rolled up into a little ball and a considerable portion of the watery juices squeezed out. Then the balls are broken apart, and the leaves are submitted to the

final drying process by fire which finishes green tea—pan-fired green tea.

In making black teas, the leaves are exposed to the sun and fermentation is fostered. A chemical change that reddens and darkens the leaf takes place. Otherwise, the



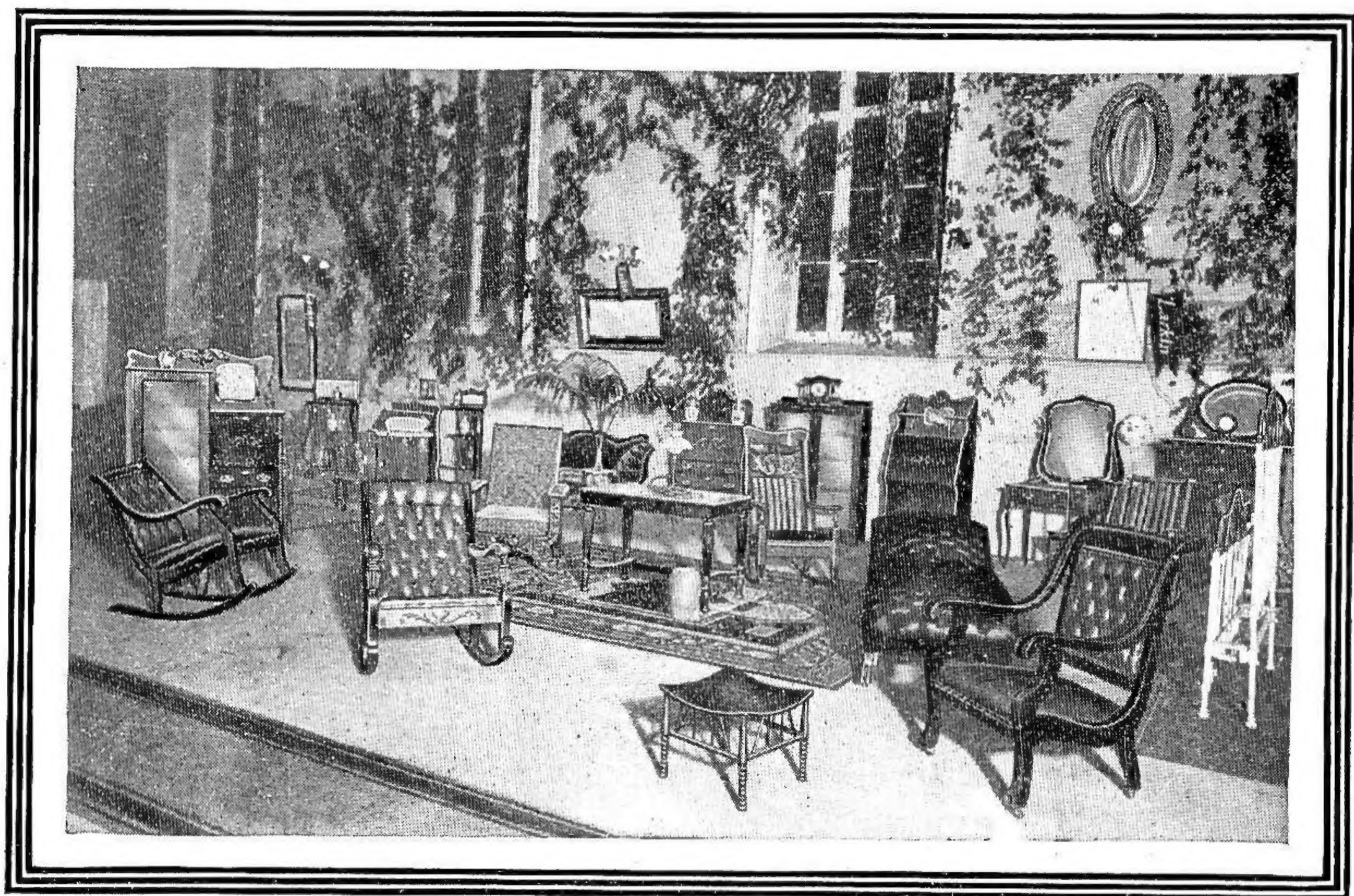
procedure is similar to that of curing the mild varieties.

To produce the English Breakfast tea, the fermentation or oxidation is simply carried further, and with higher firing some of the volatile oils and delicate flavors are expelled or are changed into other flavors.

These facts ought to be kept in mind by all tea-users. Ignorance of them often causes one unjustly to condemn a tea as inferior. If you are wedded to a variety of tea, say, Green Japan, and happen to taste

English Breakfast of equal or even superior quality the difference in their flavors will be so noticeable and the English Breakfast so unlike that to which you have grown accustomed that you would be likely at once to pronounce it inferior.

Habits of taste are as powerful as habits of action. The taste for tea is an acquired one always. So if you try a new tea do not pronounce for or against it until you have given it a fair and liberal trial.



GLIMPSE OF SHOWROOM AT ROCHESTER.

### Preparations Progressing For Pennsylvania Showrooms.

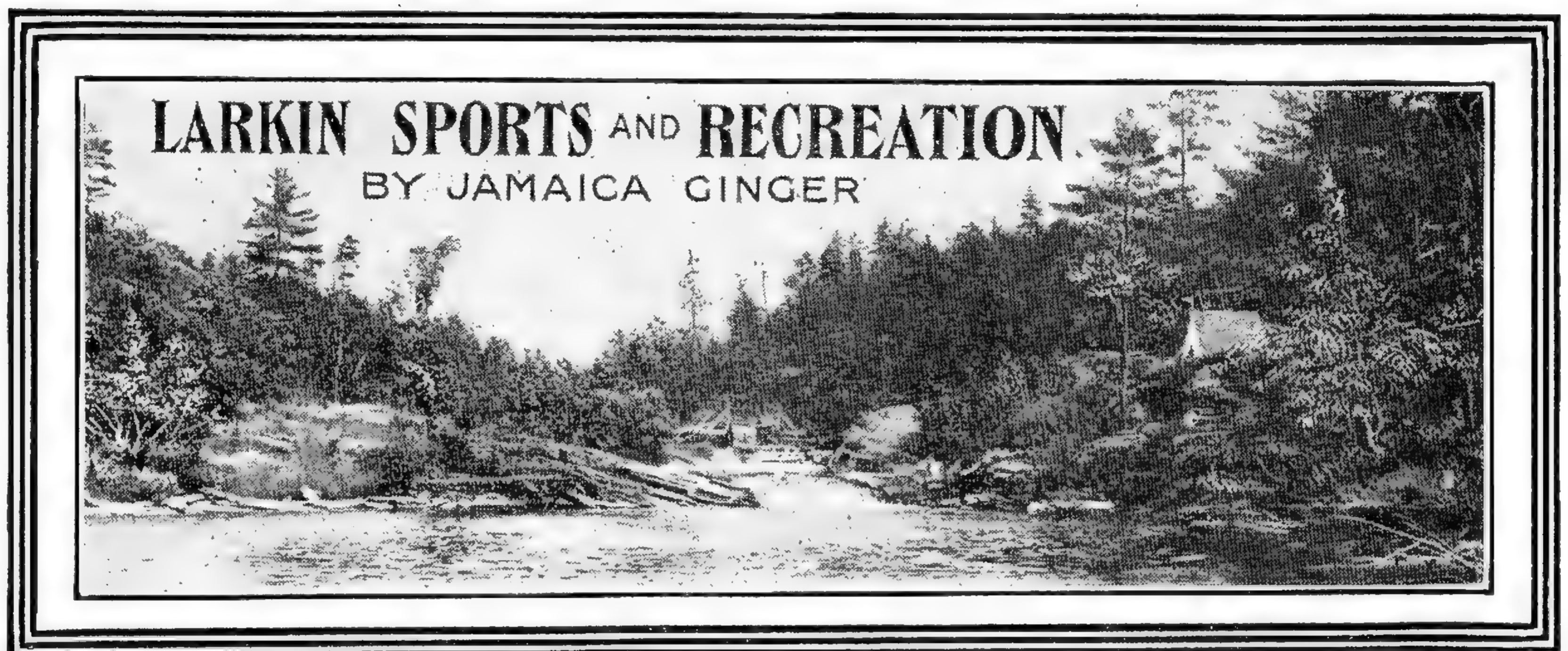
The preparations for our Temporary Showroom to visit the towns and cities of Pennsylvania are progressing rapidly, and we hope soon to be able to publish definite announcements. We trust that the gratifying success of our New York Temporary Showrooms and the enthusiasm with which they have been received everywhere will find their counterpart among the good people of the Keystone State. We

feel confident of a cordial welcome.

The Showrooms afford an opportunity to inspect over nine hundred Larkin Products and Premiums—an opportunity that is eagerly grasped by thousands of interested homemakers.

The exhibits of the New York Showrooms for the next few weeks will be :—

Schenectady, Sept. 4-16; Amsterdam, Sept. 18-23; Troy, Sept. 25-Oct. 7; Albany, Oct. 9-28; Hudson, Oct. 30-Nov. 4; Kingston, Nov. 6-11.



**N**OW that the hunting season is here, a few words about the handling of fire-arms will not be out of place. Always handle a gun as though it were loaded. Never leave one anywhere with a cartridge in it; you cannot tell who will handle it. Never carry a gun cocked. It is easy to cock it quickly enough to catch a snap shot.

Never carry it into a house without first taking out the charge. Never climb over or through a fence and pull the gun after you; instead, put the gun over first, with the muzzle away from you.

It is safer to unload your gun before entering a boat or canoe. If you have it loaded while in the boat, be sure the muzzle does not point towards anyone, and gun be discharged in getting in or out of the boat.

When two or more are hunting together, each one must see to it that his gun never points in the direction of another.

As to the care of guns, the old saying "Never put off until to-morrow what can be done today" aptly applies; for a gun should never be left uncleaned overnight.

I have found the following method a good one for Shotguns: take the gun apart, hold the barrel upright in a basin or sink, muzzle downwards, insert a funnel in the breech and

pour boiling water in as fast as it will run. This will remove all traces of dirt. Next wipe perfectly dry, inside and out, with a woolen cloth.

We assume that you have on hand a bottle of gun grease, which is made as follows:—

Take equal parts of Larkin Petroleum Jelly and benzine. Heat the jelly until it runs, then pour it into the benzine slowly, and stir well until thoroughly mixed. Keep well corked.

When the barrels are cool insert a cork in the muzzle and pour the dope or grease into the breech until brimful. Allow it to remain a moment and then pour it back into bottle. You will find a good coating of the jelly covers every spot in the barrel and no rusting can occur.

Do not use water when cleaning a Rifle as it is difficult to remove the dampness from the rifling. Clean with a woolen cloth dipped in Larkin Machine Oil, wipe clean and apply dope same as above.

It is unnecessary for me to caution you to be careful of the sights on your Rifle, as you all know that if they are the least bit out of line your chances of securing game are ruined.

Many of you will secure some good specimens of birds and animals this fall. Why not mount them and have something to remember your trip by? If you do not know anything about

taxidermy, take a few lessons from some one who does, or get a good book on the subject. After a little practice, you will do good work and have no trouble taking orders from others, for a good taxidermist is always in demand.

We desire some good photographs of camping and hunting scenes, so send them along if you have them. They will be appreciated, especially if in connection with the Prize Story Contest.

Pictures of live game and large fish will be welcomed, as they are always interesting. Of course you will take a Chautauqua Camera along with you; what better opportunity can one find for obtaining good views than in woods or along some rippling brook?

Now is the time to get thoroughly posted on the game-laws in your section. If you are not, buy a copy of Game-Laws for 25 cents from a sporting-goods store. You will find, in nearly every issue of the many magazines devoted to outdoor life and sports, articles on the preservation of game, and I hope you will all become so deeply interested in this subject that you will form associations for the purpose.

An incident that may interest you has come to my notice recently. A man living in a town not far from Buffalo bought twenty-four Kansas quails, which he expected to keep in a pen built for the purpose. In some manner an opening occurred in the wire mesh, and the quails all escaped. The native quails have long since been killed off, and the farmers of the surrounding farms have organized and now have control of one thousand acres on which no shooting will be allowed, thereby protecting the quails and allowing them to accumulate.

One other point: if any of my readers are in doubt about anything pertaining to hunting, fishing, camping, or any other line of sports, do not hesitate to write me and I will give you all the information at my command.

Fearing that some may have overlooked the Prize Story Contest, I reprint the offer.

For the best, second best, and third best account of a camping trip, I will give as first Prize a Stevens Favorite Rifle; as Second Prize, Bait Rod No. 12; as Third Prize, a pair of Hockey Skates.

Here are the rules:

1. The contest is open to all boys 18 years old and under;
2. Accounts must not contain less than 500 words or more than 700 words;
3. Accounts must be sent to Editor THE LARKIN IDEA on or before October 1, 1905;
4. The experiences related must be genuine;
5. Write on one side of paper only.

In awarding the prizes, the experiences related, composition and neatness will be taken into consideration. The awards and prize-winning accounts will be published in THE LARKIN IDEA.

### Some of Our Standbys.

BY BEN FORD.

When we have headaches, as we must

When stomachs are at fault,  
For sure relief we always turn  
To Larkin Smelling Salts.

When we are burned by summer sun,  
And insects sting and bite,  
We for Witch Hazel Extract run,  
And seen—why, we're all right!

Our teeth are clean, our breaths are  
sweet,

Our consciences at peace,  
Because we make use, after meals,  
Of Larkin Dentifrice.

And so it goes. The Larkin Co.

Knows what the people need.

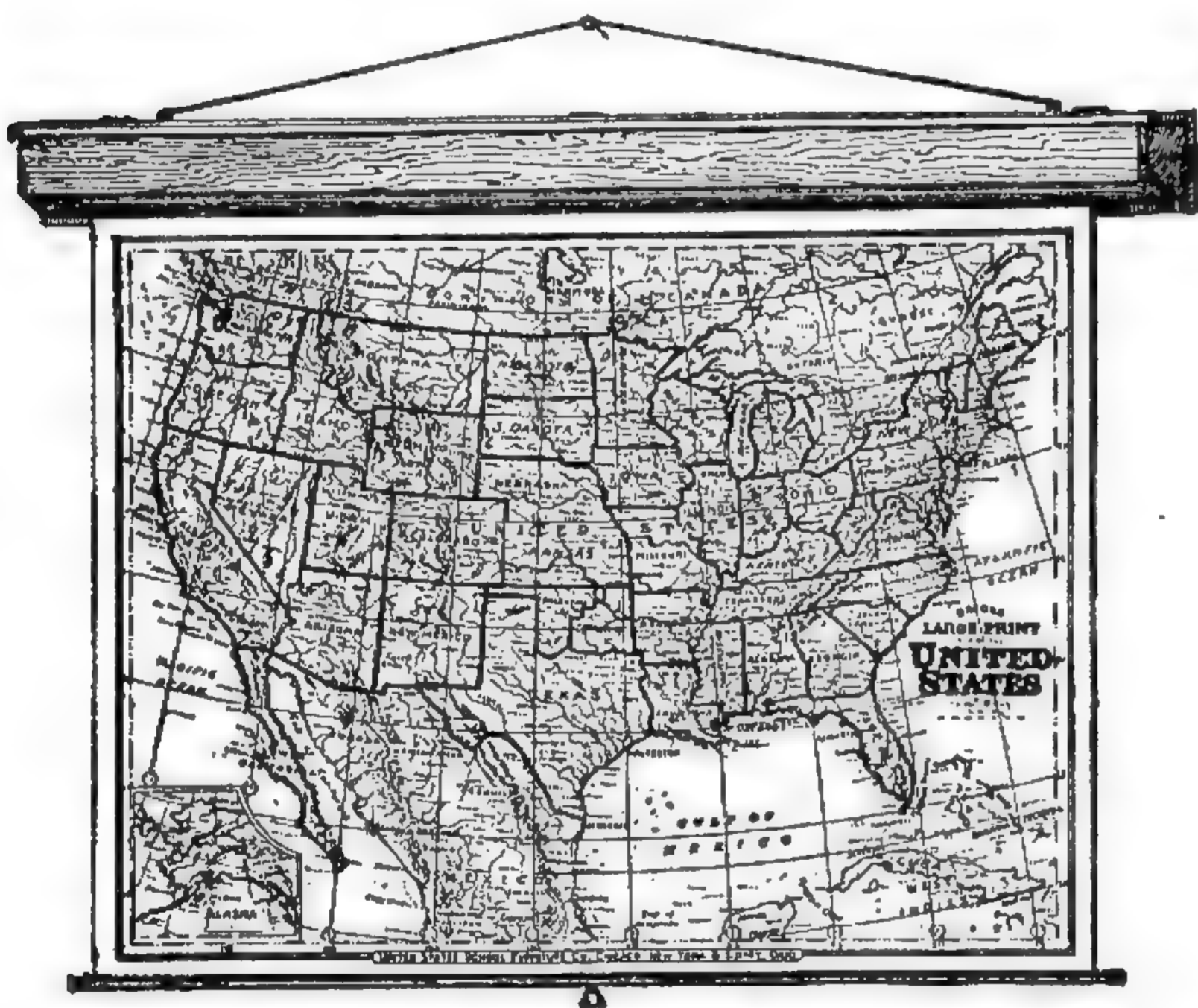
Now advertise it far and wide

That "those who run may read."

### A Help to Schools.

The Larkin School Club affords schools so admirable an opportunity for development that any school, large or small, can inaugurate it to advantage, and obtain valuable equipment free.

Now that the schools are opening again, the teachers will do well to bring the School Club to the attention of the pupils. By means of a Club the school can obtain, without cost, a Bookcase, Library of Standard Books, Set of Wall Maps, Library Globe, Pictures, Wall Clock, Flag, Piano, or choice of numerous other valuable articles.



WALL MAP.

Standard Series. Set consists of 7 Maps, 48 x 37 inches. Any three Maps free to Larkin School Clubs with \$10.00 worth of Larkin Products.

If preferred, the school may have as Premium a second \$10.00 worth of Products, the sale of which provides funds for any needed purpose. The schoolroom can be nicely equipped without calling on the parents for any money. While the parents help, they do so by co-operation, not by contribution. They buy from the School Club Larkin Laundry and Toilet Soaps, Toilet Articles, Coffee, Teas, Spices, Extracts, Baking Powder and many other Home Needs. Parents pay no more for Larkin Products than they now pay at a retail store for similar articles, and

it is a great satisfaction to know that every purchase by this plan helps the school.

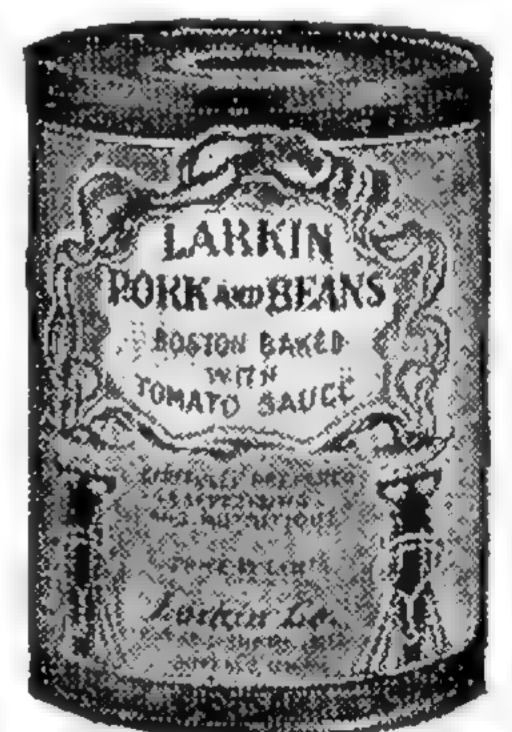
The Larkin Products are everywhere known and commended for their purity and fine quality. A School Club is easily organized by explaining the Club to the pupils and filling out the Application-blank that we send on request. We furnish printed matter and order-blanks for the children to take home to the parents. Orders quickly result.

Teachers are liberally rewarded for conducting Larkin School Clubs. With each \$10.00 assortment ordered, accompanied by cash, the teacher receives an extra 50c. worth of Products, and for each \$10.00 remitted in accordance with our rules, a one-certificate Premium, retail value \$1.50.

If you have a friend or acquaintance who is a teacher, you can do a kindly act by suggesting that a request be sent to Larkin Co., Buffalo, N. Y., for a School Club Application-blank. To interest a Teacher, Principal or School Board in a Larkin School Club is one means of aiding in the development of girls and boys—surely this is worth while.

### Pork and Beans Ready for Unexpected Guests.

Unexpected company to tea and not enough food to go round—what housewife has not experienced this embarrassment? The difficulty can easily be overcome by keeping a supply of Larkin Pork and Beans constantly on hand. You have only to place the can in hot water for five minutes and the contents are ready to serve. None that are more delicious can be had at any price. Per can, 15 cents.



## THE LARKIN IDEA

### PUBLISHERS' ANNOUNCEMENT.

The subscription price of THE LARKIN IDEA is 50 cents per annum.

It is published on the first day of each month, and will be mailed to any address in the United States or Canada for one year upon receipt of the subscription price.

Back numbers cannot be furnished.

THE LARKIN IDEA will be mailed free for one year to every sender of three orders for the Larkin Soaps and other Products within twelve months. To one who continues to send orders, the paper will be mailed regularly until twelve months after the date of receipt of the last of three orders received within a year.

Short contributions are requested from any patron who has something to say that will interest others.

**Larkin Co. Publishers.**

ESTABLISHED, 1875.

FACTORY-TO-FAMILY

SOAPMAKERS, PERFUMERS, CHEMISTS, REFINERS,  
IMPORTERS.

Factories and General Offices, - BUFFALO, N. Y.

Branch for West-of-the-Mississippi patrons,  
PEORIA, ILL.

#### LOCAL BRANCHES:

4 and 6 White Street and 239 West Broadway, }	=	NEW YORK CITY
149-155 Massachusetts Ave., Cambridge A Station, }	=	BOSTON
2221-2231 Arch Street, -	=	PHILADELPHIA
820-824 Liberty Avenue, -	=	PITTSBURG
264-268 Erie Street, -	=	CLEVELAND

### The Remedy.

BY BEN FORD.

"Dear me!" cried Mamma, as Fred came in

With smudgy cheeks and a smutty chin,

And blouse all spotted with cherry juice,

"I declare there don't seem a bit of use

In trying to keep you neat and clean.

A dirtier face I have seldom seen.

I'd like to know what I've got to do

To make a presentable chap of you."

"There's just one thing to be done," said Fred,

As he settled his hat on his tousled head,

"And that is to order more soap;" and then

He was off in search of fresh dirt again.

It was Larkin Soaps that he had in mind,

For his mother uses no other kind.

So large a part of the household's needs can be purchased from us that a \$10.00 order does not last long in most homes. Use the Larkin Products and obtain, without cost, Premiums that will make you comfortable all the year round.

The Rug circular sent with this number of THE LARKIN IDEA illustrates one of our best selling patterns. We have other patterns—all described in the 49th edition of our Premium List. It is a rare opportunity to be able to furnish a home with the best of Rugs and without cost.

Cold weather should find every Larkin customer fully prepared for it. Warm Furs, warm Underwear, warm Skirts, warm Shoes, can all be had free with the Larkin Products.

The best is always the cheapest—especially so when the best can be had without cost. There are no better Stoves or Ranges than the celebrated Garland and Jewett. A special Catalogue, containing 187 offers, is mailed free to all who ask for it. There is a lifetime's satisfactory service in any Stove, heating or cooking, that may be selected.

### Chase Leather is Not Leather.

In the lists of some dealers you will occasionally see the upholstering of a piece of furniture described as *genuine chase leather*. Such a statement in itself is literal, but misleading. Chase leather is not

leather at all; it is merely an imitation, the word "Chase" applying to a certain kind of imitation leather that is made in two grades. The surface of these imitation leathers is marked and indented to resemble the grain of a true leather.

Most imitation leathers, and there are many used in the upholstering of furniture, are made by spreading a composition upon a textile fabric, generally unbleached muslin or linen. The coating compositions are made up of different ingredients—some are a mixture of linseed oil, turpentine, lampblack, etc.; others are made from a vegetable product, known as caoutchouc or india-rubber; others have gelatine, glycerine, etc., in them. They are baked upon the fabric and then run through patterned rolls to give them the leather appearance, after which they receive several coats of enamel paint or colored varnish.

Some of these imitations resemble real leather so closely that one who is not familiar with leather goods is easily deceived by them. Generally, however, they can be detected by the touch. Leather has a substantial, heavy feel; but imitation leather will feel thin unless the coatings are unusually thick. The imitation goods generally have a faint greasy odor by which they may sometimes be distinguished. Imitation leathers can be produced at about one-fourth the cost of the genuine article.

Now, don't mistake us to be "running down" imitation leathers. Far from it. Many imitation leathers make beautiful and durable upholsterings and are good substitutes for the genuine article. This is our point. If you buy chase leather, buy it as an imitation. Wherever you see "Genuine chase leather" read it *genuine imitation leather* and you will never be deceived.

### Reduced to Twenty Cents.

**Almond, Celery, Orange, Lemon, Rose and Wintergreen Extracts.**

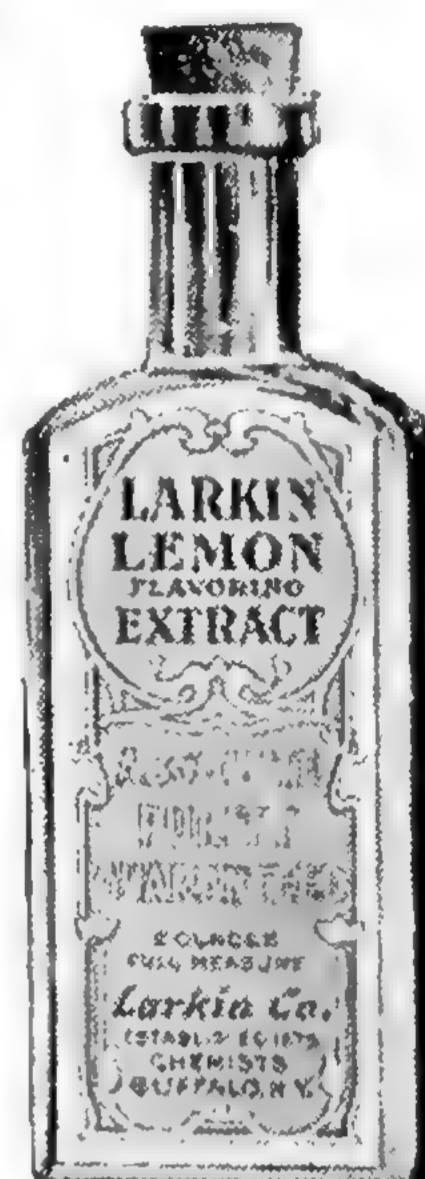
It is the Larkin Co.'s policy to sell to its customers the best Products it can possibly make at the lowest prices it can possibly set, and our conduct in the past is proof that we have adhered to this policy.

As soon as the cost of making a product can be reduced, there is a corresponding reduction in its price.

Pursuant to this policy we have reduced six of the Larkin Flavoring Extracts from 25 cents to 20 cents a full 2-oz. bottle, viz: Almond, Celery, Lemon, Rose, Orange and Wintergreen, just as we reduced the price of Larkin Vanilla, last March, from 30 cents to 25 cents a 2-oz. bottle, at which price it is now sold.

The reduction in the cost of manufacture that makes possible this reduction in price, is brought about by the constantly increasing demand for these Products and the consequent opportunity to purchase the raw material and to manufacture them in great quantities, which is obviously more economical.

The quality of these Extracts will in no way be affected by this price reduction—we guarantee it.



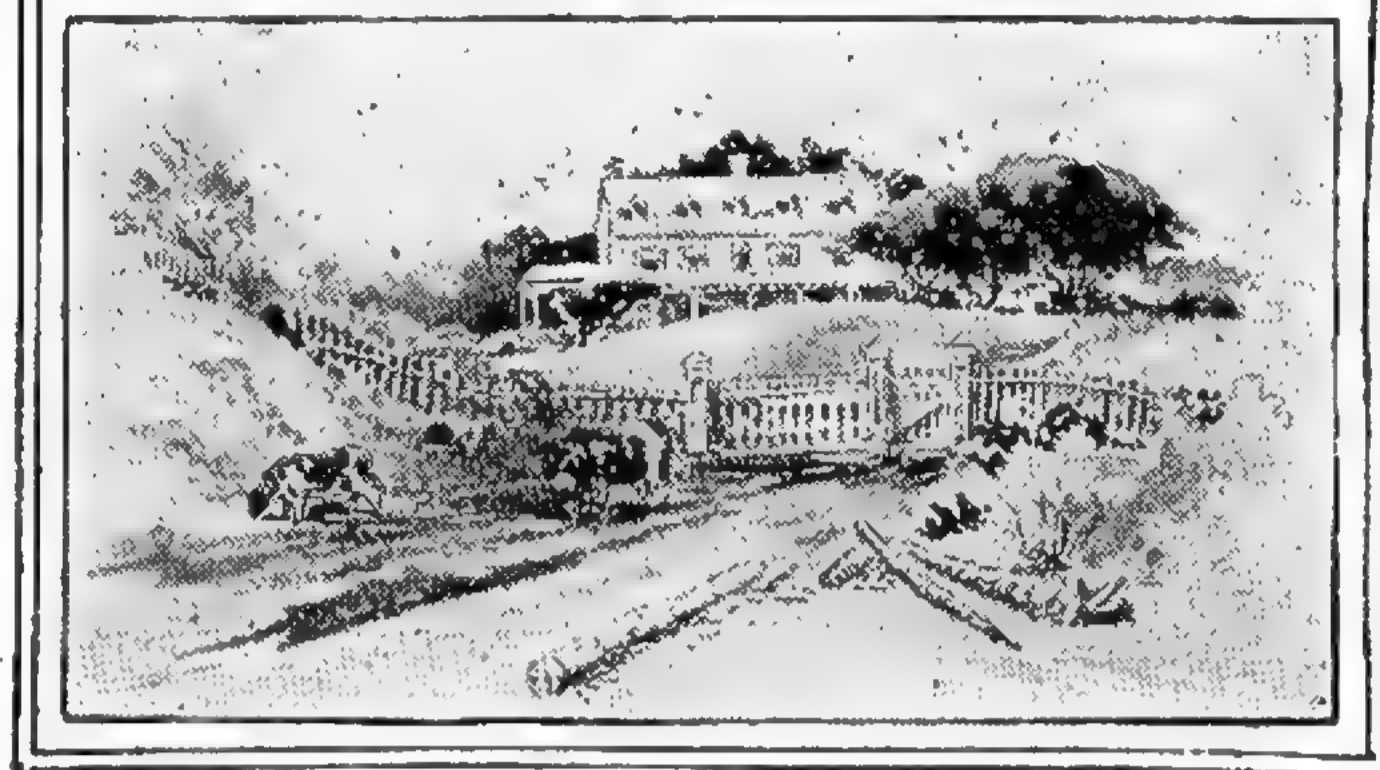
### Forty Clubs-of-Ten to Her Credit.

Mrs. Marie Steacy, Collinsville, Ill., a most valued customer, writes: "I am now organizing my fortieth Club-of-Ten. I enjoy the work, and all of my members are delighted with the Larkin Premiums and Products. I wish you a continuance of success."



# MR. QUISENBERRY'S VACATION.

BY HELEN WHITNEY CLARK



“YES,” said Mr. Archibald Quisenberry, apostrophising his own reflection, as he stood before the highly-polished mirror on his dressing bureau, rubbing a rich, creamy lather of Larkin Shaving Soap into his day-old beard, “I shall spend my vacation in the country, a hundred miles, at least, from the city! It makes me feel like a boy again, just to think of it,” he added, wiping his Torrey razor on a leaf of pink tissue paper, a supply of which hung convenient to his hand.

“Such delicious strolls through the newly-mown meadows! Such walks through rustling cornfields, with the quails calling ‘Bob White,’ and the red-winged black-birds gurgling and trilling overhead! How charming to listen to the tinkling bells as the cows come slowly straying home at nightfall, while the whip-poor-wills and katydids fill the woods with their vocal melodies.

“Not to mention,” added the soliloquist, smilingly, “the bill of fare,—country fare—fresh eggs, and grass butter, and green peas, fried chicken and short-cake,—peaches and cream, blackberry pie, and apple-dumplings!” Carried away by his joyful anticipations, Mr. Quisenberry came near cutting his upper lip with the keen-edged blade he was wielding.

It was a pity he had never married; he would certainly have made a model husband. Regular as clock-work, so his landlady declared, he went to his work and returned home every day at a certain hour, from which he never varied the fraction

of a minute from year’s end to year’s end. How she should ever keep account of the time while he was away

on his vacation, the good woman declared she was at a loss to tell.

“He’s as good as a regulator, that he is,” she sighed, “and a body might set their clock by him, and never miss!”

Mr. Quisenberry’s nephew, Fred Gardiner, accompanied his uncle to the station on the all-important occasion.

“You want to be careful, Uncle Archie,” he admonished, solemnly, as the traveler took his seat in the out-going train, “men, especially unmarried ones, are scarce in these far-away country places, and you’ll be snapped up by some designing widow before you’ve been there a week!”

“No danger,” laughed the bachelor, though he reddened a little at the idea. “I’ve escaped scot-free so far, and I draw the line at widows. No second-hand goods for me!” He shook hands heartily with his nephew, and was soon whizzing away toward his destination.

The substantial brown farmhouse at which he arrived in due season, making the last few miles by means of an old-fashioned stage-coach, took his eye at the first glimpse he caught of it through the emerald green of the trees with which it was surrounded.

The house itself was a rambling, hip-roofed structure, with high-gabled porches, and quaint dormer windows jutting out here and there, where a colony of pigeons cooed and

fluttered, and condescended, after making the new-comer's acquaintance, to pick daintily at the tempting bits of food he offered them.

The porch on which Mr. Quisenberry's room opened was overrun with morning-glory vines, on which a myriad of purple cups, gemmed with drops of dew, appeared each morning as if by magic.

The domestic menage was also all that his fancy had painted it. The meals were promptly served, and fulfilled his wildest dreams of what a country bill-of-fare was likely to be. The fried chicken was delicious, the waffles, and scrambled eggs and clear, amber coffee were perfect of their kind. The berries and cream, the peach-cobblers and pandowdies, were beyond the power of mortal man, even if he were a confirmed dyspeptic, to cavil at.

And yet he—the easiest man in the world to please, so his whilom landlady declared—was not satisfied!

His sleeping room, with its neat rag-carpet, its spotless windows, their neat dotted muslin sash-curtains; the Sleepy Hollow chair, corduroy-covered; the bed with its lavender-scented sheets, and its bright blue-and-white patchwork coverlet,—his room, I repeat, was a dream, a revelation, to the city-bred bachelor. And yet, he had a grievance!

"I should like to know," he murmured, as he stalked moodily along through the grassy meadow, paying scant heed to the quails and red-winged blackbirds that made themselves heard in woods and cornfield, "I should just like to know why that dragon of a landlady keeps such a sharp lookout on her pretty niece that I can scarcely get a chance to pass the time of day with her? She's imposed on,—that girl is!

"I say she's imposed on! Always

a-working, sweeping, or scouring, or baking, always busy! I've had a peek at her, through the kitchen window, more'n once, broiling away over the cook-stove, baking short-cake, or rolling out pie-dough, till my face was all beady with perspiration from very sympathy!

"And yet she goes singing about the house, as cheery as a

meadow-lark, for all the hard work!"

His month's vacation had already lengthened itself out by nearly one half, yet still he stayed on, in spite of his partner's protestations that he was fairly overwhelmed with business, and his nephew's unfeeling references to "widows" as the cause of his persistent delay.

Mr. Quisenberry smiled cynically to himself.

"If Fred could have one glimpse at Mrs. Milliken, he would hold his peace forever about widows," he



"I—I HAVE WANTED SO MUCH TO HAVE  
A TALK WITH YOU."

reflected, grimly, reviewing, with his mind's eye, the angular figure and sallow complexion of the good woman who presided over the well-spread board at the farmhouse he seemed so loth to leave.

"At all events, they may whistle for me, until this mystery is decided, one way or the other," concluded the unhappy bachelor, as he tossed on his downy bed, and vainly wooed the drowsy god, who persistently refused to "come and sit upon his eyelids," until some unheard of hour far "ayont the twal'."

The next morning ushered in a red-letter day for Mr. Quisenberry, however. Unable to obtain even a word with the hard-working girl who had awakened his deepest sympathies, he set out disconsolately for a long, solitary walk, which led him to a verdant grove where a picnic was in progress.

The grounds were dotted with visitors. Pleasure-boats with striped awnings floated, gondola like, on the smooth bosom of a miniature lake. The merry-go-rounds, loaded with happy youngsters, made their dizzy trips, only rivaled by the stout little donkeys, with their pack-loads and carts.

Our disgruntled bachelor had no sympathy with picnickers this morning, however, and to avoid all sounds and sights therefrom he turned his footsteps moodily down the nearest lane. The red summer sun shone hotly down, quails called loudly to each other from neighboring stubble-fields, where scarlet butterfly flowers and yellow petaled rudbeckias flaunted boldly among the lesser beauties of the aftermath.

Suddenly, and unexpectedly, Mr. Quisenberry sighted a slender figure gliding with springy steps along the shaded country road, at right angles from where he stood.

"She'd a rose in her bonnet, and oh she looked sweet,

As the little pink flower that grows in the wheat!"

and in a trice Mr. Quisenberry's moodiness vanished, and he hastened to reach her side.

"I—I have wanted so much to have a talk with you, Miss—Miss Beth! I hope you will excuse me for the liberty, but really, you ought to assert yourself a little. You ought not to submit to being kept down, and made to drudge from morning till night by your—your tyrannical aunt—!"

"Tyrannical? Dear me! why, Aunt Tryphena is the best-hearted soul under the sun!" cried Beth, laughing so merrily that a bluejay perked its head out from a thick-foliaged tree to see what in the world was the matter.

"And it is she who is the drudge, not I! You see the house is really mine,—the farm, you know,—but our friends all thought I was too young to take charge of a house full of summer boarders, so I persuaded Auntie to make her home with me, and she is the ostensible landlady, that is all and with Larkin Products to help, why, dear me, that bit of housework's just a little wholesome exercise!"

"But," expostulated Mr. Quisenberry, when the first shock of the surprise was over, "why have you avoided me, kept me at arm's length, as you do?"

Beth colored, rosily.

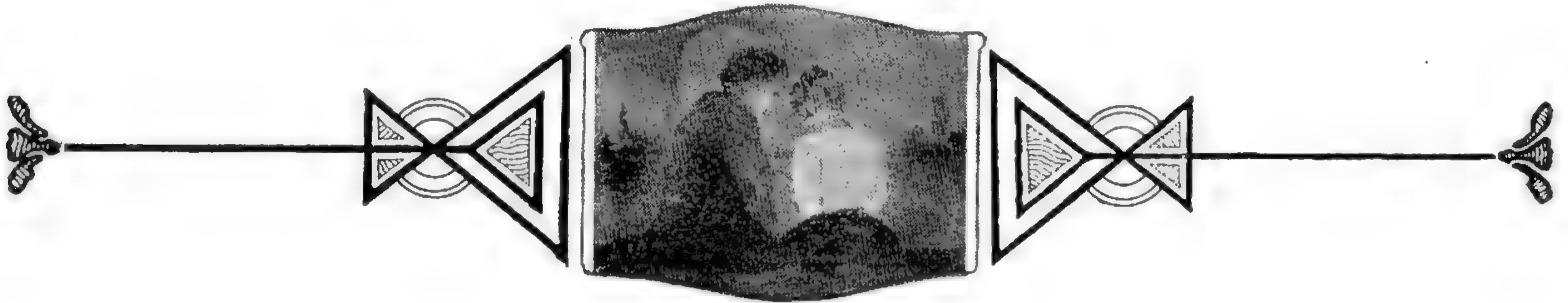
"Oh, I happen to know your aversion to widows, and as I happen to be one myself, I thought it was only right to—to keep—out of your way."

She stammered with confusion, but her companion scarcely noticed it.

"You—a widow?" he gasped. "But why do you say that I have an aversion to widows?"

"Because I heard you say, 'I draw the line at widows. No second-hand goods for me.' You see I had been to the city to do some shopping, and came down on the same train with you," she informed him. "And, as I sat in the seat directly behind you, I could not help overhearing your conversation with your nephew!"

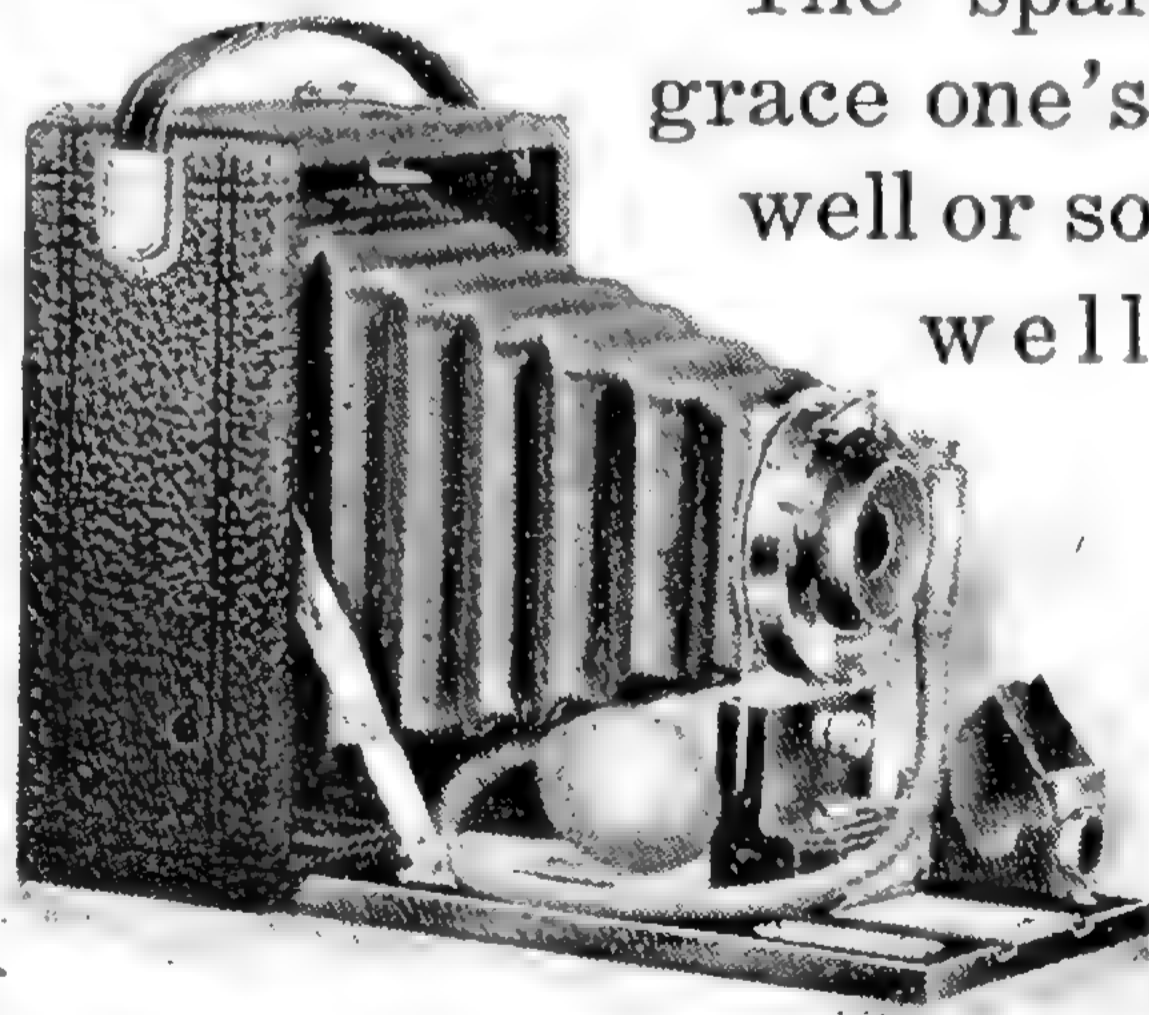
And so, as it turned out, Mr. Archibald Quisenberry went back to the city in the role of "Benedict, the married man," after all, but he patiently bore his nephew's raillery about marrying a widow, and never regretted the result of his summer vacation.



### Premium News.

Added to our Camera offers is one that should prove unusually attractive to all interested in amateur photography. It should also make many new converts to the art.

This Pocket Premo Film Pack Camera No. 15, given for five Certificates, is a high-grade instrument in every particular. It makes a finished picture  $3\frac{1}{4} \times 4\frac{1}{4}$  inches. It is covered with seal-grain cowhide leather and fitted with three-speed automatic Bausch & Lomb Gem shutter, single achromatic lens and two tripod-sockets. All trimmings, including piano hinge, are nickel-plated. Bed is covered with black leather and supplied with hooded mahogany finder. Back is fitted to receive film pack containing 12 non-curling orthochromatic films as easily treated as glass plates. Size,  $5\frac{1}{2} \times 4 \times 2\frac{1}{4}$  inches.



Although the robin still trills his vesper song from the tree top, it isn't too soon to think about getting ready for old Jack Frost; for he's a great chap to pounce upon one unawares. Nothing delights him more than to catch somebody napping, say, in an open wagon and minus covering. If you

are equipped with a Saskatchewan Buffalo Robe No. 6, given for six Certificates, it is easy to laugh at the old fellow no matter how chilly a wind he sends upon you.

This is a handsome Robe; face dark Brown or Black; lining, Green or Black. The face-side is a heavy fur-cloth, which resembles Buffalo fur and is as strong as leather; the lining is Astrakhan; between the face and lining is an interlining of rubber drill that makes the Robe wind- and water-proof. It will not dry stiff after being wet. Seamless; warm; durable. Size, 54 x 62 in.

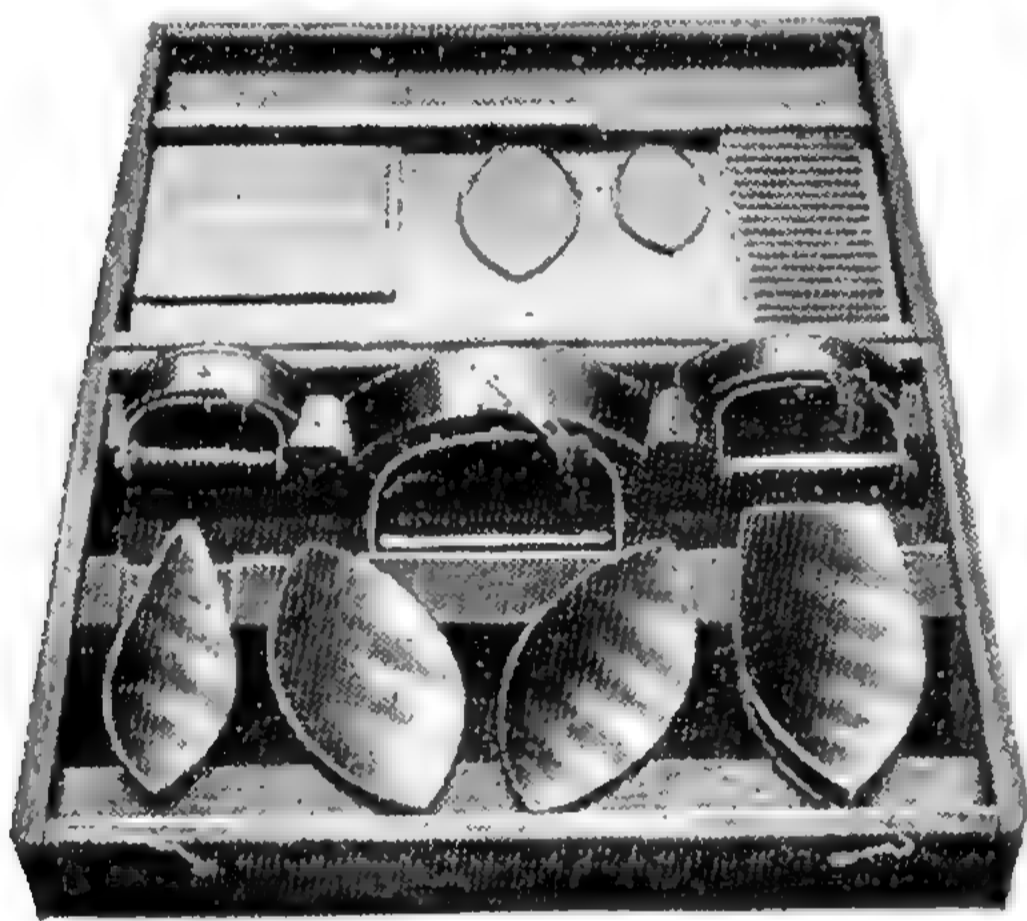
The sparkle of cut glass should grace one's table; nothing looks so well or so indicates prosperity as a well cut piece. In all of our cut glass, the designs are worked upon perfect blanks by skilled hands, but we feel that the cutting upon our new Jug No. 5 is especially well done. It is tankard shape and on each side is a large star at top and a pin-wheel at bottom. The capacity is three pints.

It is free with \$10.00 worth of Larkin Products; or given for five Certificates.

Among the exceptionally attractive premiums offered for the first time in the 49th edition of our Premium List is the Asbestos Sad-iron Set No. 3, given for three Certificates.

No more burned fingers or scorched knuckles for those who use these Asbestos Sad-irons. An asbestos-lined hood keeps iron hot and the handle absolutely cool, the advantage of which need not be impressed upon the housewife who knows what it means to "stand over the ironing-board."

Nothing to break or get out of order; an iron for every grade of



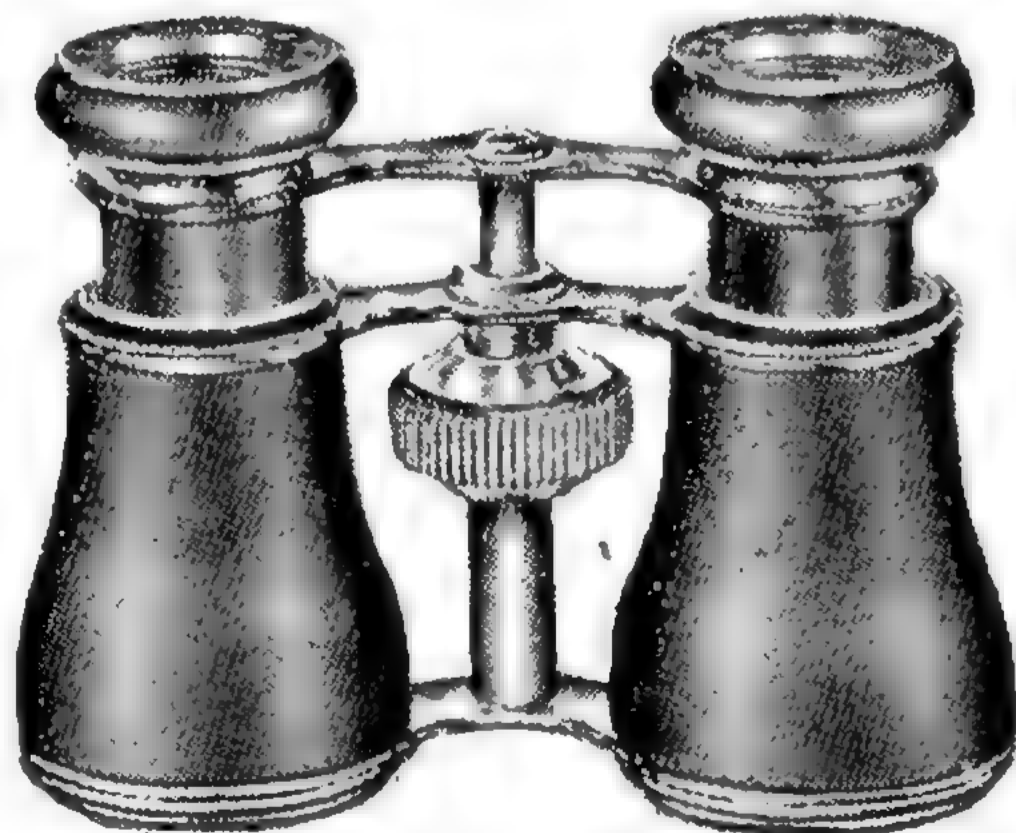
work, six in all. Finely nickel-plated and finished so smoothly they will glide over the sheer-

est of textures without catching or pulling. Set consists of—

1 9-lb. Pressing Iron; 2 7-lb. Laundry Irons; 1 4-lb. Flounce Iron; 1 3-lb. Sleeve Iron; 1 ½-lb. Tourist or Toy Iron; 3 Enameled Wood Handles that fit the hand; 3 Pressed Steel Stands; 1 Waxer and Polisher.

Packed in a handsome, permanent, oil-finished hardwood, hinged case.

The theatre season is about to open. A pair of good opera glasses will take you right up to the footlights, if your purse won't. Our Opera Glasses No. 2, given for two Certificates, are excellently made. They have



fine achromatic lenses, perfectly matched and correctly adjusted. Body covered with fine pebble-grain

leather, slides and frame-work enameled black and highly polished. Size, 15 lignes. Leather carrying-case with silk lining.

Few things delight the ear of a woman, or of a man either, more than the rustle of a silk petticoat and few things in that line give more general satisfaction than our



Sorosis Black Silk Petticoat No. 35, free with \$10.00 worth of Larkin Products; or given for five Certificates. It is of an extra heavy quality of Royal Taffeta Silk, and will hang well, look well and wear well.

The top is shaped to fit the form; all seams are strapped or bound. Has wide bias flounce finished with 5-in. bias ruffle, giving wide flare. The flounce and ruffle are pin-tucked.

Lengths, 38, 39, 40, 41, 42, 43, 44 in.

#### Printed Matter Free.

Our printed matter is gladly sent on request. Do not hesitate to ask for anything in this line that you may wish.

The new Premium List, 49th edition, and the new Larkin Product Booklet will be found of interest to old customers as well as to those to whom the benefits of Factory-to-Family dealing are unknown.



**I**N a few more weeks, the cooler days will be here again with their impetus to renewed activity. Let's have all the Larkin kitchens "ship shape" this fall. Start right. Go carefully over all your utensils, discarding whatever is past repair. Then study the Larkin Premium List and see how easily you can replenish and add to your culinary equipment. Do this, and renewed interest in your work and increased efficiency will surely make you glad that you followed our suggestion.

Even if there be no question as to the purity of water, if it is known to contain an undue quantity of lime, it should be boiled for drinking purposes. Continued drinking of water containing an excess of lime often causes serious kidney trouble. Boiling

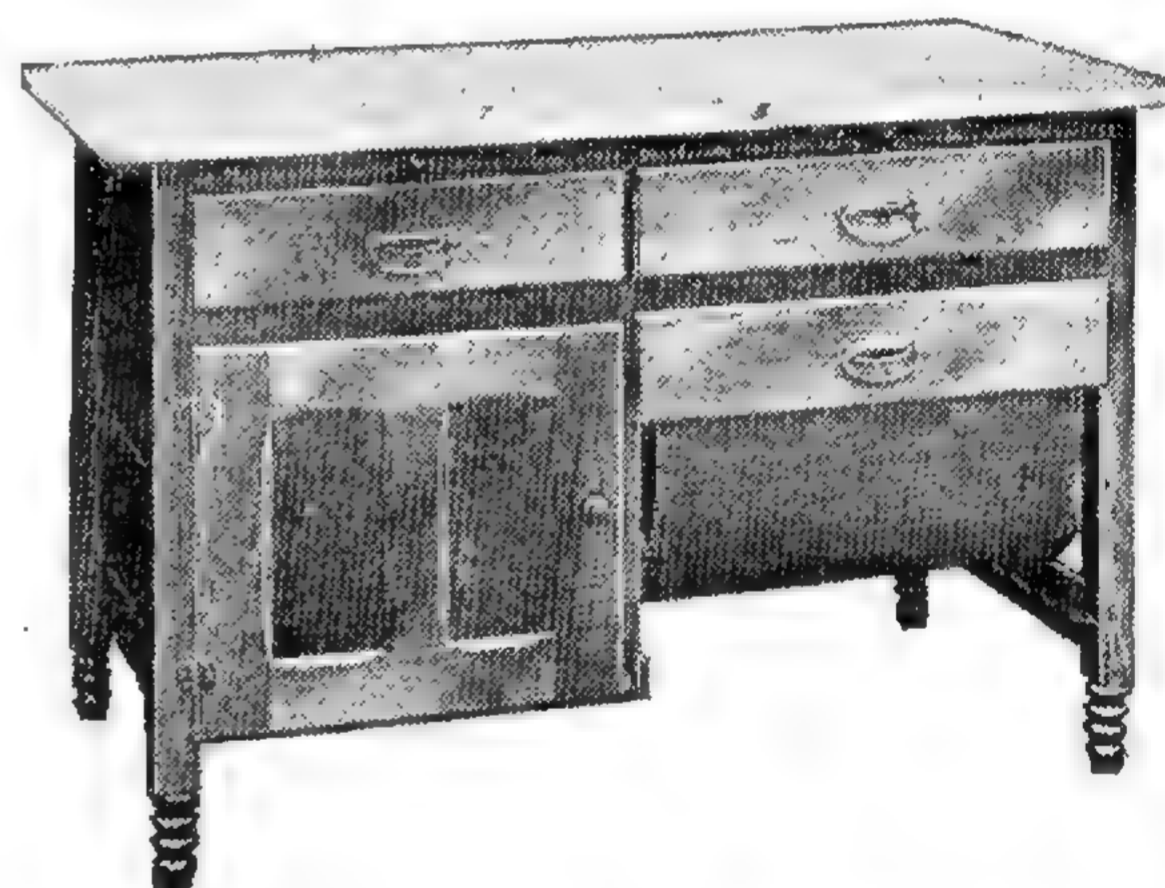


the water frees it from the greater part of the lime. When your teakettle begins to leak, you'll save time, expense and patience by procuring a new one instead of sending the old one to the tinsmith every few days for repair. If you will put a clam shell in the new teakettle, the lime formation will adhere to that instead of to the teakettle. Our Nickel-plated Teakettle is made of specially heavy copper, thoroughly nickel plated; has double seams; improved handle; capacity, six quarts. Given for one Certificate.

Regularity about eating is said to be one of the secrets of physical well-being—hence the importance of a reliable time-keeper. The "Echo" Alarm Clock is indispensable, particularly when an early breakfast must be prepared. It has a Seth Thomas movement and is good in every detail. Given for one Certificate.



The pantry is an excellent provision for storing extra dishes; but it is a mistake to keep flour, spices, extracts and other cooking ingredients there. A Larkin Kitchen

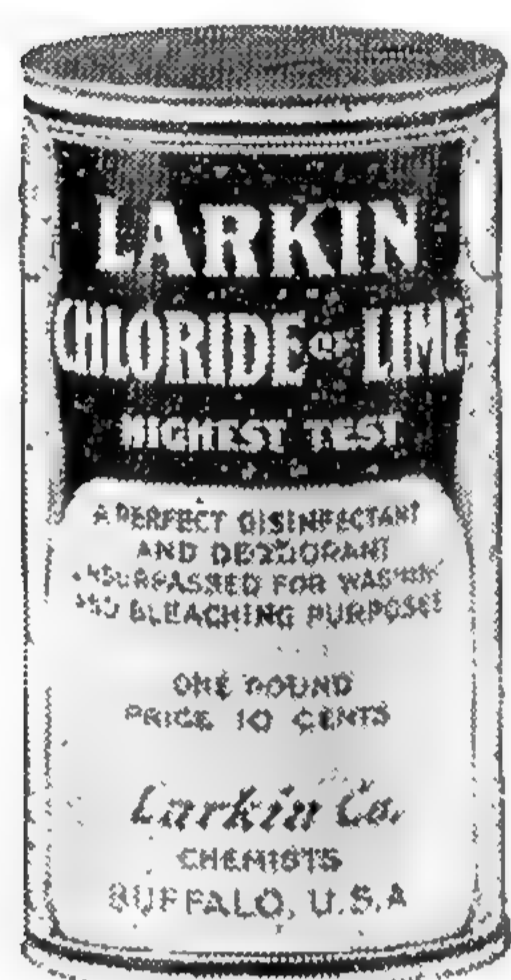


Cabinet will save the weary housewife countless steps; no kitchen is quite complete without one.\* It is made of hard White Maple, with gloss finish. Base has Whitewood top. Can be had for nine Certificates; or free with \$18.00 worth of Larkin Products. Without cupboard-top will be sent for five Certificates; or free with \$10.00 worth of Larkin Products.

Don't slam the oven door, or jar any rising material while it is baking.

Don't put tins away wet, or they will rust; dry them on back of stove.

Don't use knives for scraping the table and pots.



To clean a sauce-pan thoroughly and make it look like new, fill it with water, add two tablespoonfuls of Larkin Chloride of Lime and boil about an hour. To remove the odor of the lime, wash well with water containing Larkin Saleratus or Soda.

This also applies to enamel ware.

#### Cocoanut Cream Cake.

Cream two cups of sugar with three-fourths of a cup of butter. Add the yolks of three eggs, one cup of milk, three cups of flour with two teaspoons of Larkin Baking Powder and the beaten whites of the eggs. Flavor with one-half teaspoon of Larkin Vanilla.

#### For the Custard.

Scald two cups of milk. Beat together one-half cup of sugar and one egg. Thicken with three table-spoons of Larkin Corn Starch, moistened in a small part of the milk. Add one cup of Larkin Shredded Cocoanut and one-half teaspoon of Larkin Vanilla. Spread between the layers and sprinkle a little of the Cocoanut on the top layer.

#### Spaghetti With Tomato Sauce.

A nice dish for luncheon or supper is Spaghetti with Tomato Sauce. For six good servings, break one-half package of spaghetti in a quart of boiling salted water and boil for half an hour. Drain off water. Pour a can of Larkin Tomato Soup over the spaghetti, adding two table-spoons of butter and half a cup of cream, if available. Allow the

tomato to heat thoroughly, but not boil, and serve with grated cheese.

This is a much easier way than to prepare the stock and the tomatoes from the fresh vegetables; hence, it is to be recommended.

#### Salted Almonds.

Blanch or remove the skins of the almonds by pouring boiling water over them. Rub between the fingers and the skins will loosen. Drain on absorbent paper so that the water will be removed.

Put a cup of Larkin Olive Oil into a small granite basin and heat to blue smoke. Put in only a few nuts at a time and brown. Skim from oil and drain on absorbent paper. Sprinkle with salt. Repeat this until the nuts are all browned, taking care that the oil does not burn. Strain the oil and keep in a cool place. It may be used again and again.

#### Don't Waste Larkin Flavoring Extracts.

When you are using Larkin Flavoring Extracts be careful not to overdo it. If the recipe calls for "one-half teaspoon Larkin Vanilla Flavoring Extract," use a half teaspoon and don't, for good luck or for any other reason, throw in a half dozen drops extra. It won't be necessary.

So many worthless flavoring materials are now being palmed off on the housewives of the country that they have become a little suspicious and try to make sure of their flavors by using generous amounts of the flavoring material. They are hardly to be blamed, but an excess of flavoring extract does not give a good flavor. It's quality, not quantity, that tells, every time.



Larkin Flavoring Extracts are of full strength; use them according to directions and you will use them sparingly, economically and wisely, always being sure of a delicious flavor.

### **Larkin Shredded Cocoanut is Ready.**

After the publication of this announcement, we shall be prepared to furnish Larkin Shredded Cocoanut.

It has all the sweet juiciness and delicious flavor of the fruit just from the shell.



Larkin Shredded Cocoanut is more convenient than cocoanut in the shell because it is ready for instant use. It is more economical, because, kept cool, it may be used in as small a quantity as

desired and the rest of the package will remain sweet a long time, whereas unshredded fruit must be used at once or it will ferment and go to waste.

The superior quality of Larkin Shredded Cocoanut is the result of the process employed in its manufacture. Some makers fairly tan, pickle, and calcimine their cocoanut with formaldehyde, glycerine, and pipe-clay. A tough, stomach-racking mass results. The more unscrupulous extract a part of the oil and then doctor and bolster the woody cocoanut fibre. The cheapness of these methods is their reason for employing them.

In sharp contrast is the process of preparing Larkin Shredded Cocoanut. The cocoanuts are purchased by the cargo and the large perfect nuts are sorted out for shredding. The process begins with steaming the nuts to loosen the kernel from

the shell; then the husk is pared off, the milk drained and the kernel shredded.

The cocoanut in this condition is placed in large, shallow pans and mixed with the very finest quality of confectioner's sugar and absolutely nothing else. Heating and stirring complete the process.

Every care for cleanliness is exercised. A choice, wholesome and delicious article is the result. Try it.

Price,  $\frac{1}{2}$ -lb. pkg., 18c.

### **Catalogue of Stoves and Ranges.**

This is the first month of fall and cold weather will soon follow. How about that stove you will need to make the home comfortable?

We have issued a Stove Catalogue which illustrates and describes the celebrated Garland and Jewett Stoves, Ranges and Heaters, for hard or soft coal, coke, wood, or gas; and Oil Cooking and Heating Stoves.

The list is so comprehensive it will surely include just the stove that is needed, and at Larkin prices.

The Catalogue contains 36 pages and 187 offers. It is mailed free to all who ask for it.

### **A Suggestion to Uncle Sam.**

Dear Uncle Sam: You've spent a lot  
To buy the Philippines,  
And it'll cost a heap besides  
To teach 'em "to know beans."

You don't begin the right end first.  
I'll tell you what I mean:  
To civilize a Tagalog,  
You first must get him clean.

Just give each one a thorough scrub  
With Larkin Boraxine.

The two great million-and-a-half-pound soap-kettles, in which Sweet Home Soap is made, never fail to bring exclamations of surprise from visitors to the Larkin Factories. Come to see these and many other interesting sights. Guides in attendance from eight to four.

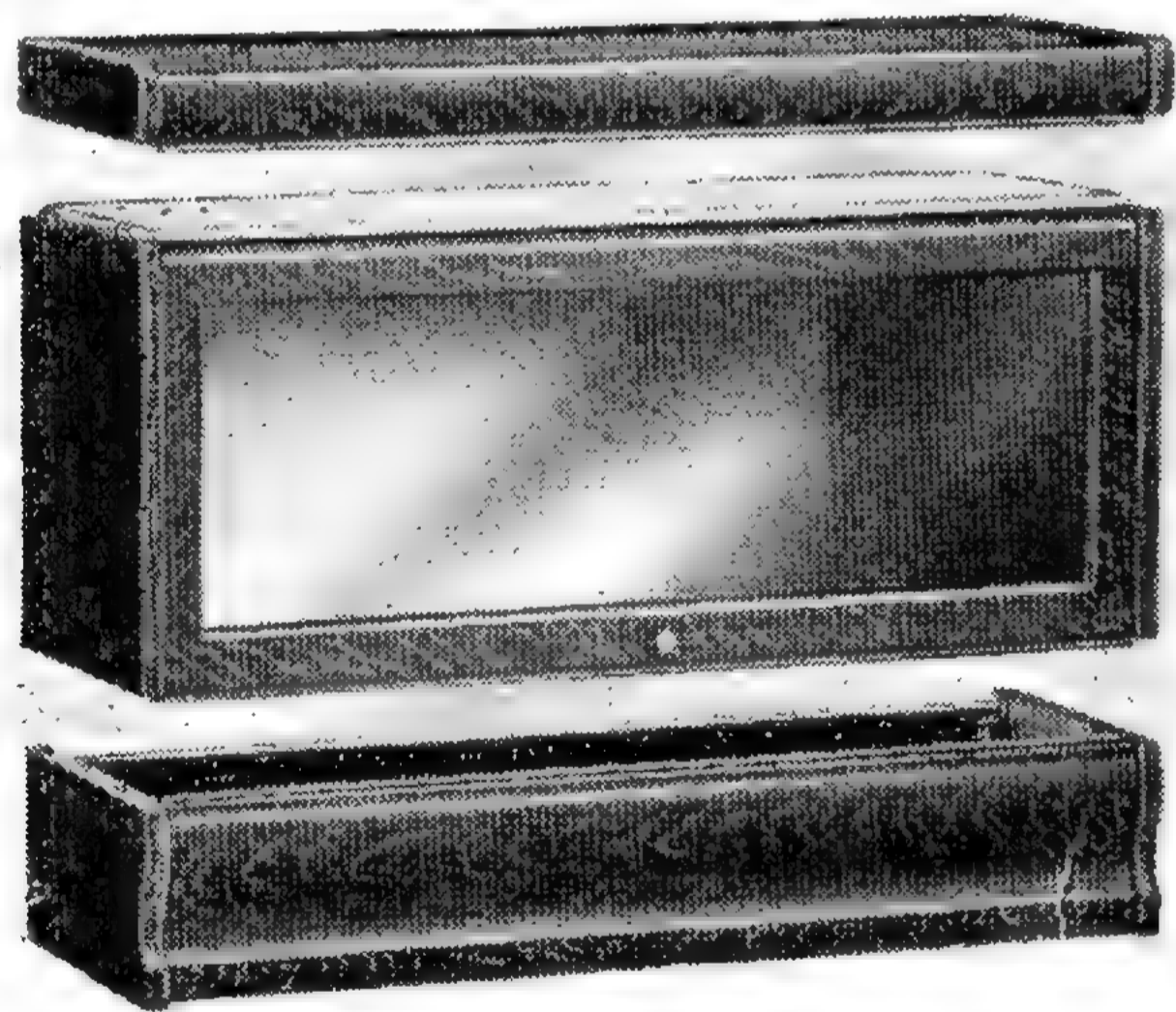
## LARKIN SECTIONAL BOOKCASES.

Fit for the Finest Books.

**O**RIGINALITY of design, superiority of finish and high quality of workmanship are strongly evident in the Larkin Sectional Bookcases, new premiums now ready for our customers.

In many communities the Sectional Bookcase is rapidly displacing the orthodox, non-expanding kind. Its advantages are manifold. Any number of units may be ordered at any time and thus make the Bookcase grow with the library. Our Sectional Bookcase lends itself to artistic arrangement around windows and jogs and is economical of room. The top and base are an entirely new design. The Bookcase is of thoroughly practical knock-down construction; easily set up by anyone.

The Case is 34 in. wide. Units are 9, 11 and 13 in. high, inside measurement. Free-operating, dust-proof doors. Quarter-sawed Golden



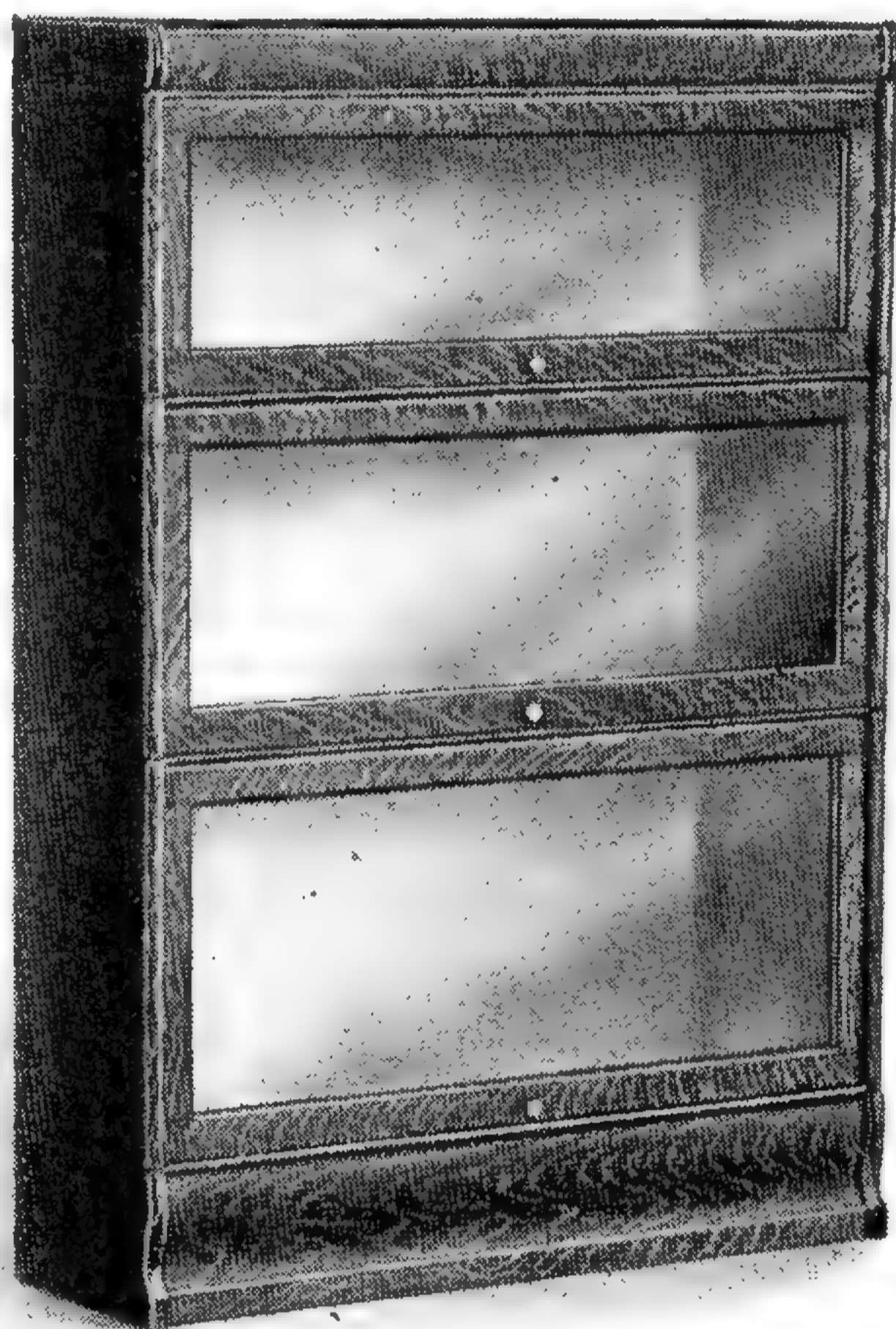
BOOKCASE No. 35.

Oak polish finish. Maple interior, finished natural. Full instructions for setting up accompany each Case.

Larkin Sectional Bookcase: Bookcase No. 35, given for five Certificates, or free with \$10.00 worth of Larkin Soaps and Products, consists of one top, one base and one 11-in. unit.

Bookcase No. 310, given for ten Certificates, consists of one top, one

base, one each 9-, 11- and 13-in. unit. Top and base No. 3 given for three Certificates. Unit No. 23 given



BOOKCASE No. 310.

for three Certificates. Choice of 9-, 11- or 13-in. unit.

In these days of promiscuous adulteration and substitution, it means much to say honestly that an article is genuine; this is particularly true of olive oil. Only the large importers, such as the Larkin Co., who are supported by an able corps of chemists and who do their own buying and bottling, can be absolutely sure of the finest quality.

Salad dressing made with Larkin Olive Oil possesses a delicacy of flavor impossible to obtain from any but a virgin oil.

Larkin Olive Oil can be well and economically used as a frying medium.

If you would like to know how to make different kinds of dressing and dainty salads, write to our Advertising Department for a Larkin Olive Oil circular.

### The Prize Photograph Contest.

In the contest that closed August 15th, the following prizes were awarded:

Genre Subjects, First Prize, \$2.00, Bertha A. Partridge, Stockton Springs, Me.

Genre Subjects, Second Price, \$1.00, Eugene L. Root, Meriden, Conn.

Landscapes, First Prize, \$2.00, W. E. Wright, Providence, R. I.

Landscapes, Second Prize, \$1.00, Eugene L. Root, Meriden, Conn.



"DAY DREAMS."

Awarded Second Prize of \$1.00 for Genre Subjects in August Contest.  
Taken with our Chautauqua Camera by Eugene L. Root, Meriden, Conn.

### Monthly Prize Photograph Contests.

Beginning September 1, 1905, our Monthly Prize Photograph Contest will open on the 1st of the month, instead of the fifteenth as heretofore, and will close on the 1st of the following month. Contestants will please note the change.

These monthly Contests are open to all possessors of Cameras obtained from Larkin Co.

Announcement of awards is made in first number of THE LARKIN IDEA issued after date of closing.

For Landscapes we offer First Prize, \$2.00; Second Prize, \$1.00; for Genre Subjects, First Prize, \$2.00; Second Prize, \$1.00.

There are no restrictions

in regard to the number of photographs submitted by one contestant, or the frequency with which one takes part.

Prints finished in any style except blue print will be considered.

Prize-winning photographs become the property of Larkin Co.; all others will be returned, if accompanied by stamps to cover postage.

Mark clearly upon the back of each photograph your name and address, the title of the photograph, the name of the camera with which it was taken, and the Contest in which you wish to submit it.

Address all photographs to Editor THE LARKIN IDEA, Larkin Co., Buffalo, N. Y.



"IN HAYING TIME."

Awarded First Prize of \$2.00 for Genre Subjects in August Contest.  
Taken with our Chautauqua Camera by Bertha A. Partridge, Stockton Springs, Me.



"THE ROAD BY THE RIVER."

Awarded First Prize of \$2.00 for Landscapes in August Contest.  
Taken with our Chautauqua Camera by W. E. Wright, Providence, R. I.



SEPTEMBER is an ideal time of the year for entertaining; everyone is getting back from his vacation and is reminiscent of the pleasant trips of the summer. The afternoons are still warm enough to entertain on the porch or lawn, while the evenings are sufficiently cool to permit one to be comfortable in the parlor.



GINGER ICE READY TO SERVE

A delightful form of entertainment is the one we are suggesting, as it may be modified for either time or place.

The Japanese, of whom we are reading so much, have a charming way of asking their friends to eat sweets made from rice and candied fruits, and to drink tea from the prettiest cups in their possession, the hostess giving the cup, without a saucer, with the tea as a souvenir of the day's fete.

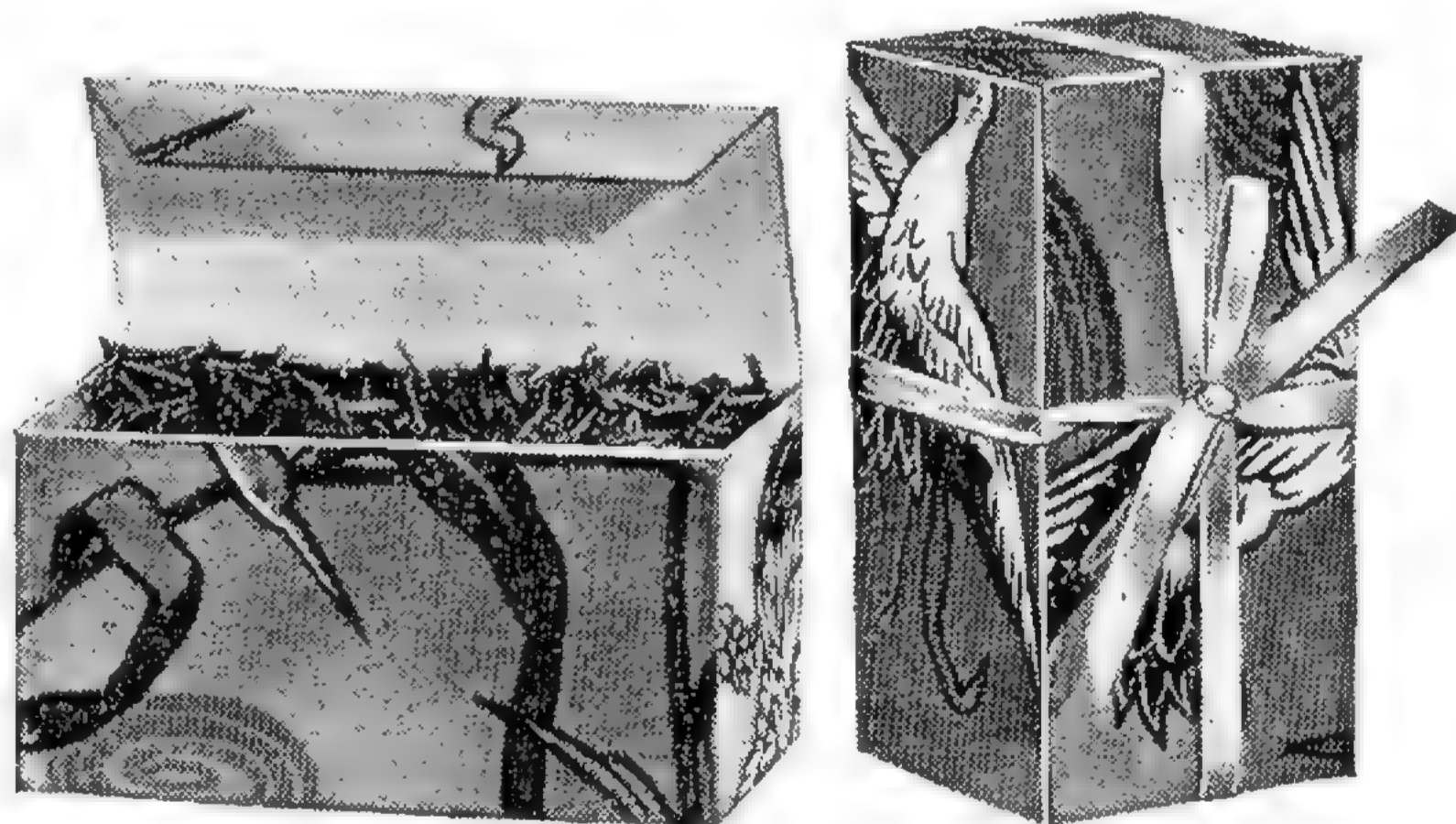
In this country where we do not have the same abundant supply of pottery at our command, let us substitute these little boxes of Larkin Japan Tea. By following the directions and the plan these can be easily made.

Use a light-weight cardboard or heavy manila paper. Measure a line six and one-half inches long, dividing this line into four spaces,

each one and one-half inches long, leaving the remaining half-inch at the end.

Measure a second line at right angles to the first, three inches long. Complete the rectangle. Draw the connecting lines at the spaces marked, and the four sides of the box will be formed. The ends are made by extending the second and third lines one and one-half inches, allowing one-half inch on each side for the flaps. With the back of a knife follow the lines so that the box may be easily bent into shape. Paste on any desired bits of silk, and paste together. When dry, line with a bit of thin paper and fill with Larkin Japan Tea. Tie like a chest with a narrow ribbon, and you will have a dainty favor.

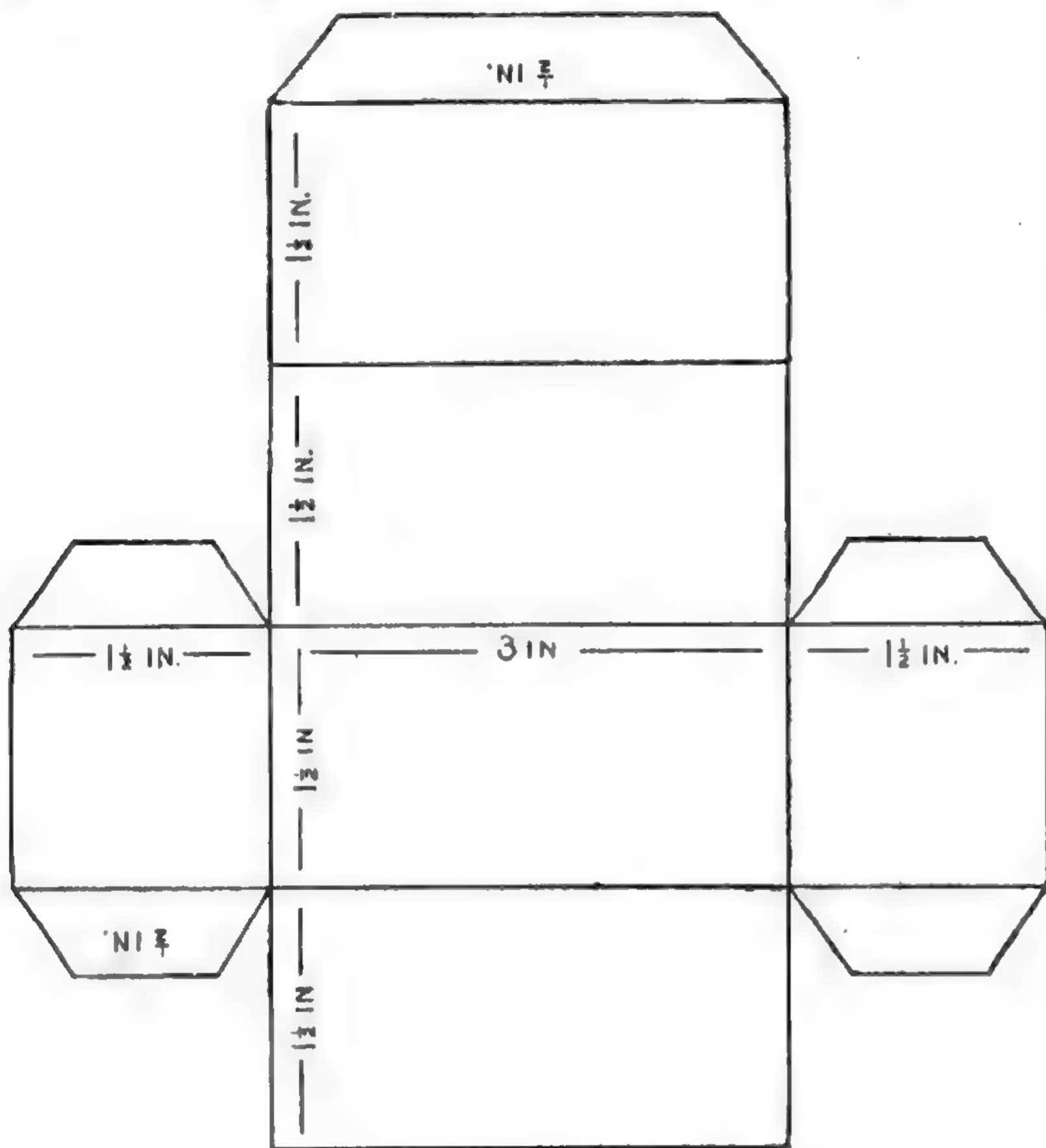
For the refreshments, it will be appropriate to serve a cup of the Larkin Japan Tea for those who prefer a green tea; for those who are partial to a black tea, use either the Larkin Ceylon Tea or the Larkin Formosa Oolong.



A JAPANESE EFFECT WITH ODD BITS OF SILK.

For the ices use either an iced rice pudding or a gingerice. Make the pudding by cooking half cups of rice in a quart of boiling salted water; when soft, drain, and pour over it

one quart of milk ; add to this one cup of sugar beaten with the yolks of two eggs. Beat the whites separately and add the yolks before



WORKING-PLAN FOR FAVOR BOX.

stirring into the milk. Do not cook the eggs. Cool and flavor with one-half teaspoon of Larkin Orange Flavoring Extract and one-half teaspoon Larkin Nutmeg. When chilled freeze as any ice-cream.

The ginger ice is made by making a syrup of a quart of water and juice of four lemons with two cups of sugar. Pour this over a dessert spoon of Larkin Gelatine that has been moistened in a small portion of the water ; stir until dissolved, and cool. Freeze, and when dasher is ready to be removed stir in one-fourth pound of candied ginger root. Take it from the freezer by loosening the ice with a cloth wrung from hot water. Serve whole as shown in the illustration, or in slices.

There is so much of interest available

about Japan that it will be interesting to have a short Japanese program. Include the Cha-Na-Yu story and the little Japanese Lullaby written by Eugene Field ; a short talk on how tea grows will be very instructive as well as an article on why Larkin Teas are superior.

This information you will find in THE LARKIN IDEA for August, and also the Japanese Love Song published in the April issue. There is no reason why this should not be the most delightful meeting that your Club ever has held, because it has so many opportunities for both instruction and entertainment.

It will be a real misfortune if all Club-of-Ten members are not familiar with the 49th edition of our Premium List. It contains the description of nearly 900 Premiums, many of them new, and nearly every one of the 900 is useful in the home.

We know the Furs we offer are good value and will afford the wearer comfort and satisfaction. It is none too early to begin preparing for cold weather.

The new Rugs should command attention. Quality is of the best ; colorings are rich and artistic. One of the most popular patterns is the one reproduced in its natural colors and sent with this issue of THE LARKIN IDEA. The Premium List describes other patterns, equally rich and pleasing.

These are only hints of the wealth that is contained in the 56 pages, and every Premium described therein may be had free with the Larkin Products.



A LARKIN CLUB-OF-TEN, OAKVILLE, IND.  
MRS. MARY SKINNER, SECRETARY.

### No Drudgery About Darning This Way.

Mrs. Wm. Gross, Kenosha, Wis., writes: "The Larkin Jolly Club meets every month. Last time we made up our minds to darn stockings. So at our next meeting all of the members will bring stockings to darn. Those who don't, we have decided, shall have to thread needles for the rest of us. We are all delighted with the Larkin Soaps, Products and Premiums."

Mrs. Ida Walburn, Plymouth, Indiana, writes: "I have organized six Larkin Clubs-of-Ten, which are still running. Before starting the Clubs, I had sold over \$200 worth of Larkin Products in a single year."

"The ladies belonging to my Clubs are more than pleased with the Products and Premiums they have received."

"At our various church gatherings I always take my Premium List and order-blanks with me and seldom fail to secure an order before I go home. I must say that I am very thankful to Larkin Co."

Mrs. Dempsey Casey, Centralia, Ill., writes: "During the past few months I have organized two Larkin Clubs-of-Ten. I like the work. We all are delighted with Soaps and Premiums."



Mrs. O. Panthary, Canton, Ohio, writes: "I have received thirteen Premiums and have organized five Clubs. I must say that I am well pleased with everything. I expect to continue in the Club-of-Ten work."

"My Club members are perfectly satisfied with both Soaps and Premiums. You may publish this in THE LARKIN IDEA, which we enjoy each month."



A WILLIAMSPORT, PA., CLUB-OF-TEN  
MRS. F. M. GRAHAM, SECRETARY.

Mary Bettencourt, New Bedford, Ill., writes: "Mamma started a Club-of-Ten not long ago. She says that as long as she lives, she will have Larkin Products in her house. She is very much pleased with every Premium received."

### Fur Scarfs and Muffs.

Our Furs have been chosen for reliable wearing qualities and are made of selected skins. Every piece is carefully inspected before it is shipped.

Our offers are all in 1905-6 styles.

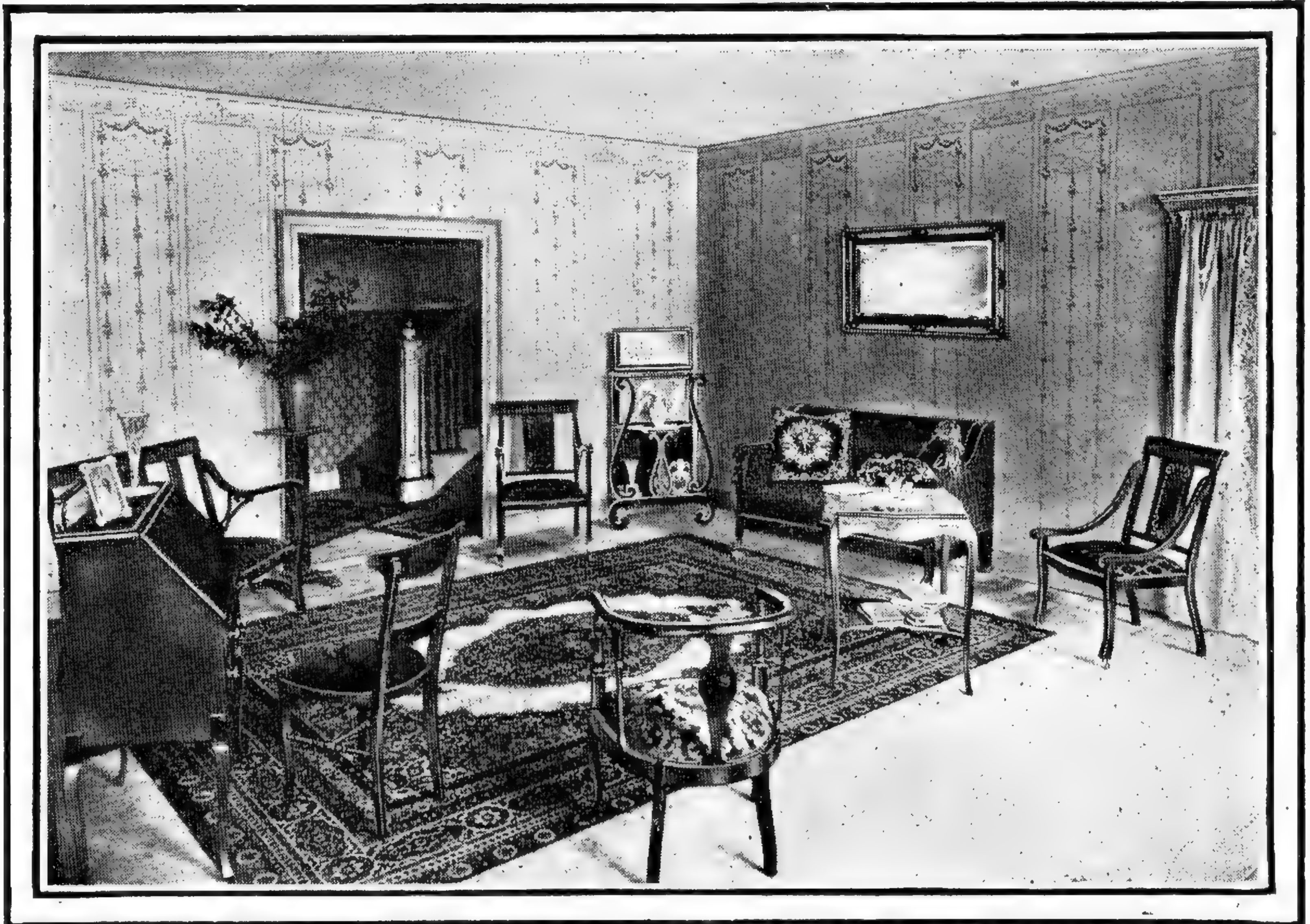
Set No. 405, here illustrated, is a very handsome Set. Imperial Scarf of Sable French Coney. The collar is large and is lined throughout with satin. It has four large wolf tails, and passementerie and chenille trimming. Muff to match is flat shape and satin-lined.

Set is given for five Certificates; or free with \$10.00 worth of Larkin Soaps and Products.

This is but one of eleven offers of Scarfs and Muffs described and illustrated in the Larkin Premium List.



No. 405.



## THE LARKIN HOUSE.

(TO BE CONTINUED.)

You are all familiar with our oft-repeated claim that a selection from the hundreds of articles included in the Larkin Premium List will completely and beautifully furnish a home. Just a glance through our Premium List will convince you that nothing needful for the material comfort of a household has been overlooked by us.

Now we purpose to demonstrate by a series of illustrations, of which the one accompanying this article is the first, how much of beauty, grace and comfort Larkin Premiums provide. All the rooms that we shall picture in successive numbers of THE LARKIN IDEA are furnished with Larkin Premiums exclusively.

You realize as well as we that it is beyond the power of photo-engraving to do justice to the substantial material, the careful workmanship and the exquisite finish of the Larkin Premiums. It can, however, portray the cozy, well-furnished effect that Larkin Premiums give to a room,

and this is all we expect it to do. One must see the Larkin Premiums themselves in order to form a true conception of their beauty.

Your home is your castle, your dearest material possession; it should reflect the best there is in you. Make it cozy and beautiful, a place to love and remember. The Larkin Idea of Factory-to-Family dealing places this result within the reach of everyone. If the suggestions we offer help you, we shall feel well repaid for our effort.

### A Larkin Parlor.

Our cut illustrates a parlor furnished with the Larkin Premiums. The principal items are :

Our 9x12 Wilton Velvet Rug No. 6353-C, given for twenty-five Certificates.

The Mahogany three-piece Parlor Suite, given for seventeen Certificates.

The Mahogany Davenport No. 920, given for twenty Certificates.

Parlor Chair No. 95 and Polished Table No. 15, each given for five Certificates.

Parlor Cabinet No. 18, given for eighteen Certificates.

Desk Chair No. 52, given for two Certificates.

Mirror No. 75, given for five Certificates.

Pedestal No. 3, given for three Certificates.

There is great satisfaction in owning pieces of furniture that complement each other and so make a harmonious whole.



## THE LARKIN BOYS' SYMPOSIUM

CONDUCTED BY BORAXINE



**S**OON books and slates must be taken from their hiding-places and put into active service. Well, we've all had a first-rate time during vacation and are ready for hard work again. Pitch in, boys, and make this school year one to be remembered.

School duties will keep most of you pretty busy. Do not, however, fail to look after your customers. If neglected, they will slip away from you. A few moments' work after school hours is all that is necessary to earn for yourself many valuable Premiums.

There's almost everything in the Larkin Premium List that a boy's heart can wish. You'll find Football Outfits, Guns, Skates, Cameras and a host of other things to help you have fun. Send for a copy of the Premium List and see for yourself.

How many of you are going to compete in the contest that my friend "Jamaica Ginger" is conducting? Every one of you, I hope. Of course, all cannot win prizes, but someone is bound to and it is surely worth while to take the chance.

Next month I hope we shall have room for a longer chat. I have you

continually in mind and should be delighted to hear from you, each one, and often. Tell me, "how goes it?"

Clarence Lowe, Astoria, Ill., writes: "I am looking forward to the receipt of the beautiful Larkin Pin, which I shall be very proud to wear.

"I am eleven years of age and like to work for your Company because I am always pleased with my premiums. I earned a Bicycle of which I am very proud. I want the Double-barrel Hammer Shotgun with this order."

Howard F. Farrington, 26 W. 132d St., New York City, writes: "I am fourteen years old and have sent twelve orders for your Products. For the past three years I have paid my fees at the Young Men's Christian Association with money secured by selling Larkin goods, and besides have received seven lovely Premiums.

"I have one customer who, although it is at a large expense, takes his Soap to Germany, where his whole family rejoices at its arrival. Another customer is President of the Broadway Savings Institution of this city."

## New Offers in Children's Garments.

**T**HE 50th edition of the Premium List will be issued early in October. As usual it will contain a number of interesting new offers. Many of the articles we are now ready to supply.

We have not forgotten the babies nor the little ones, and have added a line of Cloaks and Hoods that need only be seen to be appreciated.

### Children's Cloaks and Hoods.

Infant's Cloak No. 3. Given for three Certificates.

Long Cloak with cape. Made of white Bedford-cord, cape trimmed with silk cord and ribbon. Sateen lined.

Child's Cloak No. 23. Given for three Certificates.

Made of bearskin-plush lined with sateen. Plain back, single breasted, roll collar and cuffs, brass buttons. Choice of Red, Navy Blue, Green, Brown, Squirrel Gray or Cream White.

Child's Cloak No. 4. Given for four Certificates.

White-and-black mixed Chinchilla, lined with red sateen; red buttons; embroidered emblem on sleeve. Plain back, double breasted, roll collar and cuffs.

Child's Cloak No. 14. Given for four Certificates.

Wide-wale Corduroy, lined with sateen. Has brass buttons and patent leather belt. Embroidered emblem on sleeve. Choice of Red, Navy Blue or Brown.

Child's Cloak No. 24. Given for four Certificates.

Broadtail or crushed plush Cloak of same style as No. 14. Choice of Brown or Navy Blue.

Child's Cloak No. 65. Given for

five Certificates; or free with \$10.00 worth of Larkin Soaps and Products.

Bearskin-plush with broadcloth trimming down front, tabs trimmed with covered buttons, broadcloth collar, cuffs and belt. Choice of Red, Navy Blue, Green, Brown, Squirrel Gray or Cream White.

All Cloaks, with the exception of No. 3, come in sizes to fit children up to six years of age. They are well-made, stylish garments.

For one-half Certificate we will send an Infant's White China Silk

Hood No. 10. Made with numerous rows of hemstitched tucks, lined with silk and edged with lace; or a Hood No. 20 for little tots up to three years, to match Cloak No. 23.

For one Certificate we will send an Infant's Embroidered White China Silk Hood No. 1, lace ruching around face, silk lining and ties; for little ones up to three years we have for one Certificate a snug-fitting Hood No. 11, made of bearskin-plush and trimmed with broadcloth to match Cloak No. 65 and in same line of colors. For the older child, say up to six years, we will send for one Certificate a white Bedford-cord Bonnet No. 21; front edged with brown silk beaver.

We shall have a very nice line of Nightgowns, House Wrappers, Kitchen Aprons, and many other things.



CHILD'S CLOAK  
No. 65.



### 1. Transposition.

Did you see that man ..... on the  
..... to put the ..... on some .....  
that were sitting near the .....?

Our Order-slip, each month we take  
And fill the blanks, until we make  
Ten dollars worth of Old Castile,  
Coffee, Witch Hazel, Creme Oatmeal—  
Or any other Products fine,  
From Sweet Home Soap to final line ;  
But we can't transpose, say, "Heli-  
otrope"

And make the letters spell "Larkin  
Soap."

Yet there is a word that we may  
transpose,  
So 't will fit in every one of those  
Five blanks above. Now try your  
skill ;  
You may succeed—I hope you will.

### 2. Charade.

I met a pretty little third ;  
Her hair was shining black,  
All nicely combed in second curls  
And hanging down her back.  
"Sisters and brothers, little maid,  
How many may you be?"  
"There used to be just seven of us  
And now, but five are we."  
But tell me where those two are now,  
The two that "used to be."  
She said, "They're selling Larkin  
Soaps  
To totals o'er the sea.  
"For everyone now uses them,  
In first lands and in wet;  
In northern climes, 'neath southern  
skies,  
They want all they can get."

To every boy or girl sending us the  
correct solution of Nos. 1 and 2  
before October 15th, we will mail,  
free of charge, a fine linen handker-  
chief. Address Editor THE LARKIN  
IDEA.

The solutions will be published in  
THE LARKIN IDEA for November.  
Solutions will not be acknowledged  
by letter ; corrections or other altera-  
tions will not be permitted after  
solutions have been submitted.

### Solution to July Puzzles.

#### 1. Rebus.

All over the United States  
Are grateful patrons seen,  
Praising the manufacturer  
Of soaps that keep things clean.

#### 2. Romboid.

T O M E S  
G A M I N  
P I N E S  
R E V E L  
S A T A N

Any bright girl or boy can easily  
earn a \$10.00 Larkin Premium, in a  
few afternoons after school, by  
selling Larkin Products to friends and  
neighbors. Many girls and boys own  
a dozen Larkin Premiums earned in  
this way. You can furnish your  
room and earn many useful articles  
by making profitable use of your  
spare moments. Try it. We gladly  
send a supply of literature to help  
you in the work.

## CORRECT SHAVING.

### FOURTH LESSON.

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**A**FTER the process of shaving is completed, care should be given to the face. The proper treatment depends upon the character and condition of the skin.



The face should be bathed with warm water to remove every vestige of soap, which if permitted to remain will give the skin a disagreeable, shining appearance.

Occasionally hot towels may with benefit be applied to the parts of the face over which the razor has passed. The hot-towel, however, can be overdone. Its daily use makes the muscles of the face flabby. If the towel is too hot, its effect is deleterious rather than beneficial; for it only scorches the cuticle.

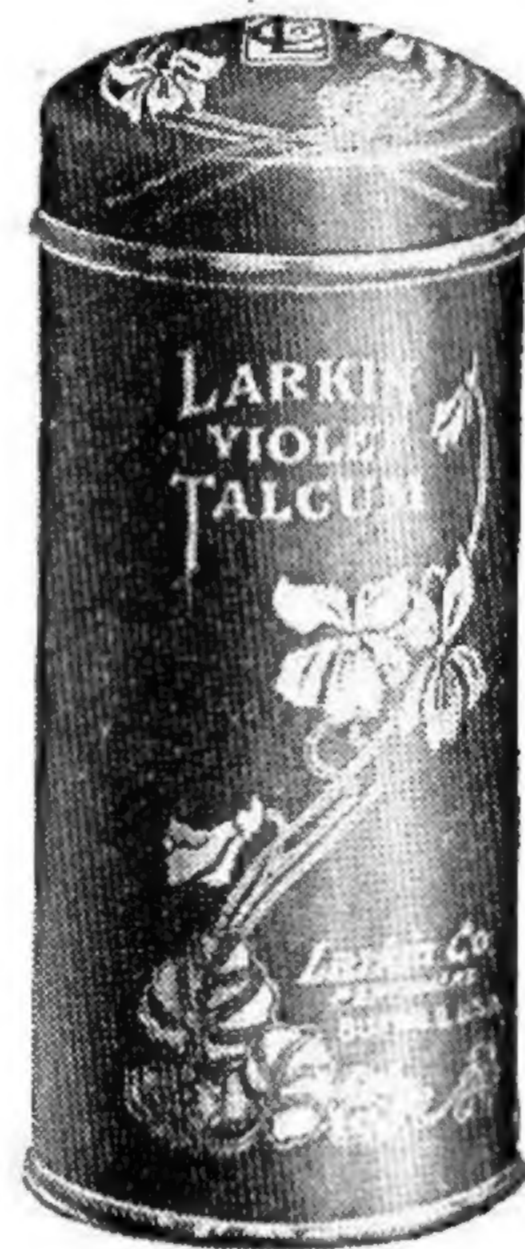
Complete the bath with a dash of fresh cold water.

Be sure that the prepara-



tions you use upon your face contain no harmful ingredients. The only safe way is to secure these articles from a maker of whose reputation and standard you are certain. You can't treat your face too well.

Among the Larkin Products are toilet requisites of absolute purity. From them you



may select a preparation adapted to your skin, no matter how peculiar may be its character.

Those of the Larkin Products suitable for after-shaving use may be divided into two classes: toilet waters and medicinal preparations.

Larkin Bay Rum, Larkin Lavender and Violet Toilet Waters, Larkin Florida Water and Larkin Eau de Cologne are of the first class. They are best applied sprinkled upon a moist towel. Their effect is to refresh and invigorate, and they impart a sense of neat-



ness and cleanliness that is truly delightful. No shaving outfit that fails to contain at least one of these superior preparations is complete.

Of the medicinal preparations for after-shaving use, Larkin Derma Balm stands pre-eminent. It is free from greasiness, is quickly absorbed, and nourishes the most delicate skin, imparting a velvety soft-

ness. Nothing is more effective in relieving irritation.

As a massage lotion for the face Derma Balm is unexcelled. Cover the face with a thin layer of Derma Balm and rub in well with the tips of the fingers, by a brisk rotary motion, thus stimulating the circulation in the capillaries that feed the skin, bringing to it new life and vigor. If your skin is dry, use Larkin Cold Cream. It is soothing and healing, and contains



The Consumption of Toilet Paper in the United States has increased 500 per cent. in the last ten years.

# TOILET PAPER



This Toilet Paper is very smooth in finish and each roll is guaranteed to contain one thousand sheets  $4\frac{1}{2} \times 5\frac{1}{2}$  inches. It is superior to the quality usually obtainable from dealers, in short-count rolls of smaller sheets, at the same price.

Price 3 rolls, 25 cents.

READY AFTER SEPTEMBER 1.

**Larkin Co.**

BUFFALO, N. Y.

valuable medicinal properties. Rub in well with the tips of the fingers.

Larkin Witch Hazel may be used daily with beneficial effects; in fact, some men discard all other medicinal applica-



tions. Its astringent properties make it especially desirable after

a close shave. Complete the shave by dusting Larkin Violet Talcum over the face. Its velvety, anti-septic, absorbent properties make it very grateful to the skin, and it is exquisitely perfumed.

Keep a little lump of alum on hand as a styptic to staunch

bleeding from accidental cuts.

Remember that nothing can give you more satisfaction than a daily shave with good soap, razors and preparations, and that nothing

can make you so uncomfortable as to shave with an inferior outfit. By using the Larkin preparations your comfort is assured.\*



Should there be any question as to whether you will like the new Food Products or not, settle it quickly by ordering some. They make friends in every home they visit.

A single trial will relieve your mind of all doubt. Larkin Shredded Coconut, the most recent of the list, is delicious. Try it.

\*This is the final of a series of four talks on Correct Shaving.—EDITOR.

# — SOME NEW — LARKIN PREMIUMS

## Student Lamp No. 18

Given for eight Certificates; or with \$10.00 worth of Larkin Products for \$13.00; or free with \$16.00 worth.

Finished in Old English brass, fitted with duplex flat-wick burner; supplied with oil reservoir that keeps oil at a uniform height, thus insuring a steady volume of light. Has 10-in. green shade with white reflecting lining.

No. 45, Single Burner. Given for five Certificates; or free with \$10.00 worth of Larkin Products.



## Mission Rocker No. 38

Given for eight Certificates; or with \$10.00 worth of Larkin Products for \$13.00; or free with \$16.00 worth.

A massive Mission Rocker, Built of heavy, selected Quartered-Oak stock with Weathered-Oak waxed finish. The large, comfortable spring seat, 23½ in. wide and 20½ in. deep, is covered with genuine hand-buffed leather in a rich shade of red, finished with leather gimp and antique brass-headed nails. Height of back from seat, 26 in.

## Mantel Folding-Beds

No. 914. Given for fourteen Certificates; or with \$10.00 worth of Larkin Products for \$19.00; or free with \$28.00 worth.

This Bed is a convenience valued in small apartments. Perfectly safe; cannot accidentally close, although easily operated.

It is 66 in. high, 53½ in. wide, 19½ in. deep. French beveled-plate mirror, 10 x 36 in. Takes a 4 x 6 ft. mattress. Is equipped with National wire mattress, supported at head by 25 helical springs. Ball-bearing casters. Closed, it forms a handsome, capacious mantel. Front and top of solid Oak, with Golden Oak, gloss finish.

No. 911, also still made without mirror, with 3-in. rail instead.

Given for eleven Certificates; or with \$10.00 worth of Larkin Products for \$16.00; or free with \$22.00 worth.



*Larkin Street, Larkin Co. Buffalo, N. Y.*  
ESTABLISHED, 1875.

— L A R K I N —  
**SHREDDED COCOANUT**  
IS NOW READY



Price,  $\frac{1}{2}$ -lb. package, 18 cents.

Possesses the delicious flavor of the fruit just from the shell. Only selected cocoanuts of the finest quality are used. Larkin Shredded Coconut is more convenient and economical than coconut in the shell. It is ready for use, and keeps sweet in the package.

Larkin Street, ***Larkin Co.*** Buffalo, N. Y.

ESTABLISHED, 1875.